

The NATIONAL UNDERWRITER

FIRE ASSOCIATION GROUP

OTHO E. LANE, President
Home offices: 401 Walnut Street, Philadelphia

Departmental Offices
NEW YORK CHICAGO SAN FRANCISCO ATLANTA DALLAS TORONTO

FIRE, MARINE AND AUTOMOBILE INSURANCE

ESTABLISHED 1817

FIRE ASSOCIATION of Philadelphia

Financial Statement—December 31, 1939

ASSETS

*Bonds and Stocks	\$18,014,510.48
Mortgage Loans	345,006.82
Real Estate (including Home Office Property)	1,313,175.00
Cash in Banks and Office	2,038,144.51
Premiums in Course of Collection (not over 90 Days due)	1,530,601.12
Other Assets	222,405.26
*Total Admitted Assets	\$23,463,843.19

LIABILITIES

Premium Reserve	\$9,527,819.09
Losses in Process of Adjustment	987,120.00
Reserve for Commissions, Expenses, Taxes and other Liabilities	734,335.10
Total Liabilities	\$11,249,274.19
Capital	\$2,000,000.00
Surplus	10,214,569.00
*Surplus to Policyholders	12,214,569.00
	\$23,463,843.19

*Valuations on basis prescribed by National Association of Insurance Commissioners.
Securities carried at \$680,685.74 in the above statement are deposited for purposes required by law.

ESTABLISHED 1841

THE RELIANCE Insurance Company of Philadelphia

Financial Statement—December 31, 1939

ASSETS

*Bonds and Stocks	\$3,237,821.72
Mortgage Loans	73,327.00
Real Estate	138,320.00
Cash in Banks and Office	480,491.13
Premiums in Course of Collection (not over 90 Days due)	186,472.80
Other Assets	43,052.42
*Total Admitted Assets	\$4,159,485.07

LIABILITIES

Premium Reserve	\$981,130.72
Losses in Process of Adjustment	91,976.00
Reserve for Commissions, Expenses, Taxes and other Liabilities	158,111.88
Total Liabilities	\$1,231,218.60
Capital	\$1,000,000.00
Surplus	1,928,266.47
*Surplus to Policyholders	2,928,266.47
	\$4,159,485.07

*Valuations on basis prescribed by National Association of Insurance Commissioners.
Securities carried at \$320,020.40 in the above statement are deposited for purposes required by law.

DIRECTORS

LEONARD T. BEALE
ALEXANDER J. CASSATT
SAMUEL M. D. CLAPPER
LIVINGSTON E. JONES
WILLIAM H. KINGSLEY
WILLIAM FULTON KURTZ
HERBERT J. TILY
OTHO E. LANE
JAMES G. MACONACHY
GEORGE H. PABST, JR.
HARRISON I. POTTS
JOHN R. SIMPSON
JOHN A. STEVENSON

ESTABLISHED 1873

LUMBERMEN'S Insurance Company

Financial Statement—December 31, 1939

ASSETS

*Bonds and Stocks	\$4,231,098.00
Mortgage Loans	101,675.78
Real Estate	125,440.00
Cash in Banks and Office	523,930.58
Premiums in Course of Collection (not over 90 Days due)	162,038.92
Other Assets	89,781.81
*Total Admitted Assets	\$5,233,965.09

LIABILITIES

Premium Reserve	\$1,519,276.61
Losses in Process of Adjustment	146,255.00
Reserve for Commissions, Expenses, Taxes and other Liabilities	132,129.76
Total Liabilities	\$1,797,661.37
Capital	\$1,000,000.00
Surplus	2,436,303.72
*Surplus to Policyholders	3,436,303.72
	\$5,233,965.09

*Valuations on basis prescribed by National Association of Insurance Commissioners.
Securities carried at \$436,409.02 in the above statement are deposited for purposes required by law.

ESTABLISHED 1928

PHILADELPHIA NATIONAL Insurance Company

Financial Statement—December 31, 1939

ASSETS

*Bonds and Stocks	\$2,417,073.12
Mortgage Loans	44,438.33
Real Estate	53,500.00
Cash in Banks and Office	406,372.13
Premiums in Course of Collection (not over 90 Days due)	56,859.43
Other Assets	19,442.57
*Total Admitted Assets	\$2,997,685.58

LIABILITIES

Premium Reserve	\$575,239.75
Losses in Process of Adjustment	59,399.00
Reserve for Commissions, Expenses, Taxes and other Liabilities	58,922.34
Total Liabilities	\$693,561.09
Capital	\$1,000,000.00
Surplus	1,304,124.49
*Surplus to Policyholders	2,304,124.49
	\$2,997,685.58

*Valuations on basis prescribed by National Association of Insurance Commissioners.
Securities carried at \$281,967.30 in the above statement are deposited for purposes required by law.

DIRECTORS

LEONARD T. BEALE
CHARLES D. DICKEY
WALTER GUSTAVESON
J. VICTOR HERD
LIVINGSTON E. JONES
WILLIAM H. KINGSLEY
WILLIAM FULTON KURTZ
DAVID E. WILLIAMS, JR.
OTHO E. LANE
WILLIAM H. LOESCHE
JAMES G. MACONACHY
WILLIAM R. K. MITCHELL
C. S. NEWHALL
GEORGE H. PABST, JR.
JOHN A. STEVENSON

THURSDAY, MARCH 14, 1940



THE Crum and Forster GROUP



FINANCIAL STATEMENT AS OF DECEMBER 31, 1939

ASSETS

	UNITED STATES FIRE INS. CO.	NORTH RIVER INS. CO.	WESTCHESTER FIRE INS. CO.	ALLEMANIA FIRE INS. CO.	RICHMOND INS. CO.	U. S. BRANCH WESTERN ASSURANCE	U. S. BRANCH BRITISH AMERICA	SOUTHERN FIRE INS. CO.
Cash in Banks & Trust Companies	\$ 5,633,954	\$ 3,450,091	\$ 3,413,649	\$ 633,165	\$ 674,942	\$ 570,613	\$ 404,896	\$ 247,370
United States Government Bonds	9,561,839	6,583,182	3,875,377	1,227,041	1,414,409	1,375,406	733,735	409,660
Other Bonds and Stocks	17,308,799	12,316,264	9,483,067	1,929,535	2,410,383	2,226,520	1,606,217	931,422
Mortgage Loans on Real Estate	261,672	145,640	269,811	883,324	265,834	.....	.....	26,227
Real Estate	368,217	110,498	53,483	+689,972	+177,618	.....	.....	73,184
Premiums in Course of Collection (Not over 90 days)	1,131,358	827,604	678,612	144,653	123,439	177,415	70,910	58,744
Bills Receivable, Not Due	158,086	70,742	138,537	.....	.....	.....	.....	.....
Interest Accrued	75,789	47,846	56,566	17,767	8,946	23,707	10,854	8,739
Other Assets	45,219	19,755	38,167	3,375	1,003	11,266	971	4,202
Total Admitted Assets**	\$34,544,933	\$23,571,622	\$18,007,269	\$5,528,832	\$5,076,574	\$4,384,927	\$2,827,583	\$1,759,548

LIABILITIES

Reserve for Unearned Premiums	\$10,217,865	\$ 6,070,084	\$ 5,748,869	\$1,521,263	\$1,422,959	\$1,166,272	\$ 648,437	\$ 455,961
Reserve for Losses in Adjustment	1,507,397	1,009,585	1,253,451	215,471	208,200	255,450	91,183	69,838
Other Liabilities	761,468	406,775	654,133	137,552	116,500	123,082	44,535	60,063
Mortgage Reserve	50,000	25,000	35,000	50,000	50,000	.....	.....	.....
Capital	2,000,000	2,000,000	1,000,000	1,200,000	1,000,000	\$400,000	\$200,000	200,000
Net Surplus**	20,008,203	14,060,178	9,315,816	2,404,546	2,278,915	2,440,123	1,843,428	973,686
Surplus to Policyholders	22,008,203	16,060,178	10,315,816	3,604,546	3,278,915	2,840,123	2,043,428	1,173,686
Total Liabilities	\$34,544,933	\$23,571,622	\$18,007,269	\$5,528,832	\$5,076,574	\$4,384,927	\$2,827,583	\$1,759,548

*Securities in statements include amounts deposited with various states, as required by law, in the following amounts: United States Fire, \$3,200,590; North River, \$2,337,115; Westchester, \$1,500,597; Allemannia, \$258,306; Richmond, \$562,769; Western Assurance, \$618,935; British America, \$398,104; Southern Fire, \$260,921.

†Including Home Office Building.

**On the basis of Dec. 31, 1939, Market quotations for all Stocks and Bonds, the Total Admitted Assets and Surplus would be increased by the following amounts: United States Fire, \$730,579; North River, \$477,642; Westchester, \$245,372; Allemannia, \$58,166; Richmond, \$98,631; Western Assurance, \$5,498; British America, \$39,361; Southern Fire, \$75,347.

§Statutory Deposit

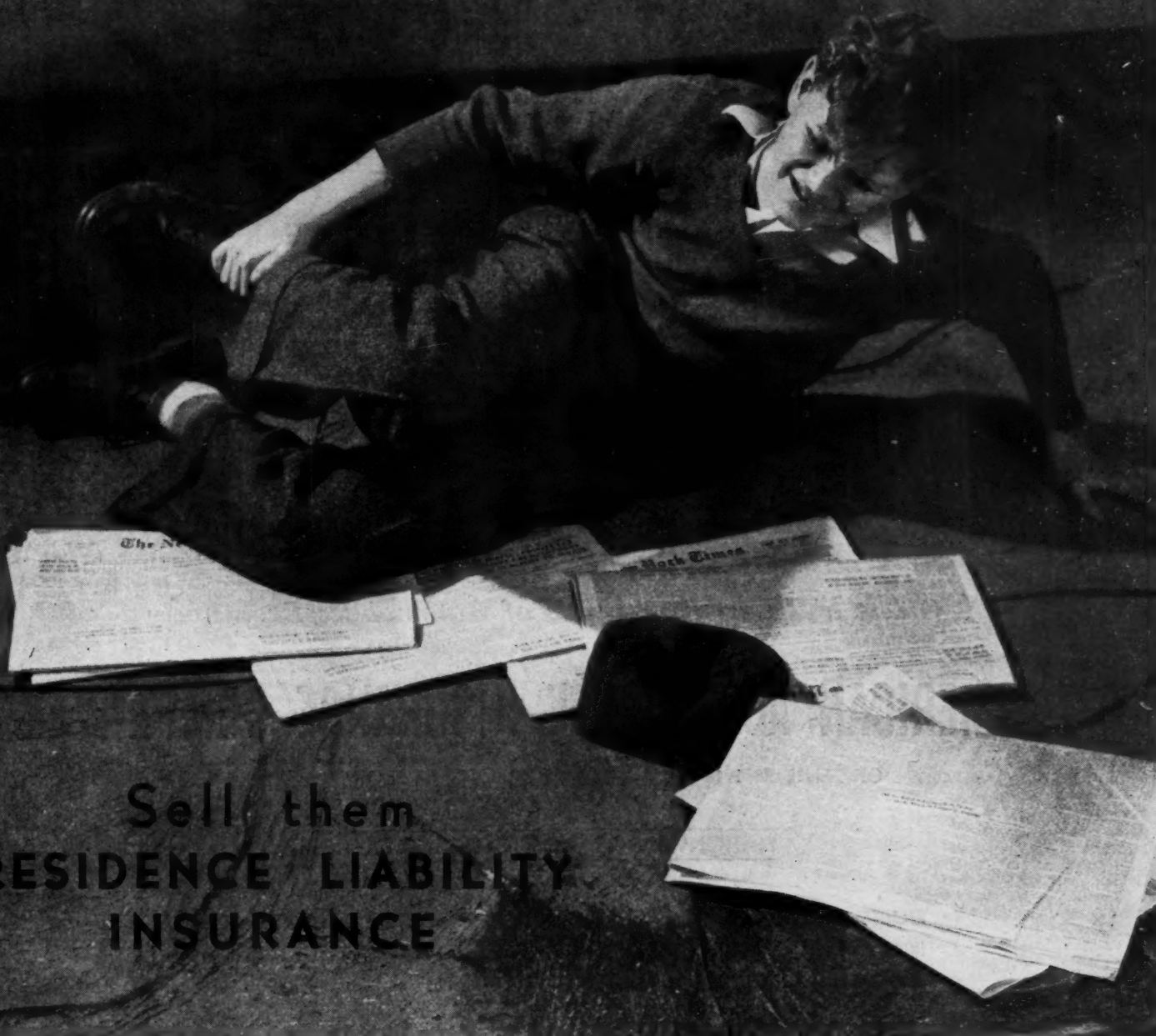
CRUM AND FORSTER, Managers

110 WILLIAM STREET, NEW YORK CITY

WESTERN DEPARTMENT SOUTHERN DEPARTMENT CAROLINAS DEPARTMENT PACIFIC DEPARTMENT ALLEGHENY DEPARTMENT
FREEPORT, ILLINOIS ATLANTA, GEORGIA DURHAM, NORTH CAROLINA SAN FRANCISCO, CALIFORNIA PITTSBURGH, PENNSYLVANIA

THE NATIONAL UNDERWRITER. Published weekly (with one additional issue in April) by The National Underwriter Company. Office of publication, 175 W. Jackson Blvd., Chicago, Ill., U. S. A. Forty-fourth year. No. 11. Thursday, March 14, 1939. \$4.00 a year, 20 cents per copy. Entered as second class matter April 25, 1931, at the post office at Chicago, Ill., under Act of March 3, 1879.

Tell Your Clients About Home Owners Liability—



Sell them
**RESIDENCE LIABILITY
INSURANCE**

America Fore Insurance

THE CONTINENTAL INSURANCE COMPANY
FIDELITY-PHENIX FIRE INSURANCE COMPANY
AMERICAN EAGLE FIRE INSURANCE COMPANY
FIRST AMERICAN FIRE INSURANCE COMPANY

Eighty Maiden Lane,



and Indemnity Group

NIAGARA FIRE INSURANCE COMPANY
MARYLAND INSURANCE COMPANY OF DELAWARE
THE FIDELITY AND CASUALTY COMPANY

BERNARD M. CULVER, President
FRANK A. CHRISTENSEN, Vice-President,

New York, N.Y.

NEW YORK

CHICAGO

SAN FRANCISCO

ATLANTA

DALLAS

MONTREAL



Oldest and Largest Insurers of Automobiles Exclusively

AMERICAN AUTOMOBILE INSURANCE COMPANY

ORGANIZED 1911

ST. LOUIS, MISSOURI

NATIONWIDE BRANCH OFFICE FACILITIES

ATLANTA • BALTIMORE • BOSTON • CHICAGO • CINCINNATI • CLEVELAND • DETROIT
INDIANAPOLIS • KANSAS CITY • LOS ANGELES • MILWAUKEE • MINNEAPOLIS
NEW ORLEANS • NEW YORK • PHILADELPHIA • PITTSBURGH • SAN FRANCISCO • SEATTLE

The NATIONAL UNDERWRITER

Forty-fourth Year—No. 11

CHICAGO, CINCINNATI, NEW YORK AND SAN FRANCISCO, THURSDAY, MARCH 14, 1940

\$4.00 Year, 20 Cents a Copy

Minnesota Agents in Minneapolis for Mid-year Rally

Thompson Named Execu- tive Committeeman—Urge Fidelity, Auto Production

MINNEAPOLIS — Harry Levant, president, and Frank Preston, national councillor, were named by the Minnesota Association of Insurance Agents at its mid-year meeting as delegates to the mid-year meeting of the National association at Wichita. R. A. Thompson, president Minneapolis Underwriters Association, was elected to the executive committee of the state association to succeed Ward Senn, who has resigned because his new post as president of the American Mutual Life, requires considerable traveling. The Insurance Exchange of St. Paul extended an invitation to hold the 1941 mid-year meeting in that city.

Visions of better days ahead were presented at the conference. Nearly 500 agents and company men attended, the 484 registration setting a new high mark for a Minnesota agents' meeting.

Edward B. Moran, National Association of Credit Men, kindled the enthusiasm of the conference on the future of the insurance business.

Becomes Insurance Counsellor

Wade Fetzter, Jr., W. A. Alexander & Co., Chicago, pictured the insurance agent of the future as more of a counsellor; as a man thoroughly schooled in all phases of the insurance business. He suggested that fewer insurance companies would be a wholesome thing for the business. Agents themselves must be expert and have the confidence of the public.

F. W. Doremus of Rockford, Ill., western manager of the American, in his talk on "Consumer Cooperatives" said that this movement has received its major impetus during the last 10 years, inspired, no doubt, by the reduced incomes following the economic changes of that period. Its advance, he declared, has been fostered to some degree by the federal government through the publications of the U. S. Department of Labor, Department of Agriculture, Farm Credit Administration and Resettlement Administration. Furthermore, he said, consumers cooperative are exempt from the provisions of the Robinson-Patman price fixing act. Teachings on the subject of consumer cooperatives, he said, are mandatory by state law in Wisconsin through grade and high schools. Churches, he said, have helped to spread the word through publications of the Methodist Book Concern and the National Catholic Welfare Conference.

Mutual Insurance Factor

Referring to the mutual insurance factor, he said that it is plain that any

(CONTINUED ON PAGE 47)

Thought-Provoking Talk Given in Minnesota

Wade Fetzter, Jr., vice-president W. A. Alexander & Co., Chicago, and member of the executive committee National Association of Insurance Agents, in his address before the mid-year meeting of the Minnesota Association of Insurance Agents said that during most of the life of the insurance business, its great growth had already been guaranteed by economic conditions, those in which demands started off far ahead of supply and demand continued to grow at unbelievable rates. He said that the sales problem during such a condition might be compared to the sales problem in trying to sell airplanes to Finland during the combat. It was merely a matter of taking and filling orders for existing demands. The problem of the agency department was merely that of obtaining the maximum possible number of those points of contact properly distributed geographically. The agent's biggest problem was that of capacity to provide insurance in amounts needed.

Changes During Last 10 Years

After this roseate period the inevitable happened, he said, about 10 years ago. The vast accumulation of property became well insured and the rate of growth of new property stopped, even went backwards. The earlier economic situation had encouraged the formation of many new companies and as they grew, their own underwriting capacity likewise grew. Improved building had brought about a declining rate structure with its obviously lesser return for insuring the same basis. Self insurance had followed as the result of some of the growth of large units. Competition now became a problem of first rank importance. There had grown up both serious competition between agents and other competition between agents and those who would eliminate the agents. Price competition was met by price competition. Agents started carrying both a quality and a price company in their offices. Agents compromised themselves by undermining their one greatest asset, the confidence of the buyer. The entire insurance business turned to arbitrary agreements, price maintenance pools and to the legislatures seeking cures for the problem. The whole business, Mr. Fetzter said, had adopted a policy of resistance to fundamental change and of defense of its own position and deafness towards criticism.

Mistaken Diagnosis Made

He acknowledged that there had been a mistaken diagnosis, both on part of companies and agents. All have been inclined to view as an ordinary illness what is in effect a fundamental economic and business change in life. Mr. Fetzter said that it is highly important to recognize that the insurance business today is a different one than it was during its entire lifetime until about 10 years ago. Today the entire economic balance has reversed itself completely from its former position. No longer, he said, can either companies or agents look to the future growth of the coun-

try to provide for their own future growth. Mr. Fetzter said:

"Whether we like it or not, there are changes coming in this business to be brought about not by any individual's likes or dislikes but by the merciless but inevitable operation of economic law. If we are smart we will try to anticipate those changes and be ahead of them."

Glance at the Company Picture

Mr. Fetzter looked first at the company picture. He declared there are too many companies and, therefore, one change will be a reduction in number. Just how this will be brought about he did not predict. He said that one now can expect to see the history of automobile business repeated in insurance. There will be a change in the importance of the sales department. Underwriting and financial men have in the past greatly outranked salesmen. He predicts that during the next few years the top sales officer will take at least equal, if not top rank, among the chief company officials. Furthermore, Mr. Fetzter believes, all will see a growth in the use by company management of research along various lines. He believes there will be public opinion research used to supply management with unprejudiced, factual reports on the public's likes and dislikes about the insurance business, and that attention will be paid to these reports.

Use of Cost Accounting

He further believes that all will see cost accounting applied as it never has been done in the past as the result of which new and more accurate scales of values will be developed. It is his opinion that this will result in a seemingly radical departure from the straight, uniform percentage system of compensation used within the insurance business. Mr. Fetzter predicts that there will be a broadening of policy forms. He thinks there will be a change in underwriting attitude toward certain lines where the aim will change from a large margin of profit on a restricted volume to a smaller amount on a large volume.

Mr. Fetzter asked what will be the effect of these changes on the agent. In the first place, he said the agent has lost his former position of being a necessary source of production. Insurance can be obtained today through the mail or without the functioning of an agent and the carrying capacity of companies is such that an agent is of minor importance from that standpoint. Therefore, if an agent is to survive, he said, he must fill some other function than those which formerly made up most of his values. He asked what avenues are open?

Avenues Open for the Agent

The first, and perhaps the greatest value, he can fill is that of supplying confidence to the buyer in the companies carrying his insurance. He can be the one to whom the buyer will look for separating the good from bad companies and placing insurance in the

(CONTINUED ON PAGE 17)

N. J. Adopts Cal. Approach to Agent, Company Relations

Association at Mid-year Rally OK's Pledge for Submission to Companies

By GEORGE A. WATSON

NEWARK—What may prove to be an eventful day in company-agency relations in New Jersey occurred at the semi-annual gathering of the New Jersey Association of Underwriters. Approval was given to a program similar to the Declaration of Guiding Principles of California and that this step would exert influence in other states was predicted by three agency leaders who were present, they being S. O. Smith, president of the National Association of Insurance Agents; R. M. L. Carson, president New York State Association of Local Agents, and H. M. Albert, president Pennsylvania Association of Insurance Agents.

Consideration of the plan elicited the closest attention and brought forth considerable discussion. Unanimous approval was given to the pledge that had been prepared by a joint committee of company executives and representatives of the agents association. It obligates the signatory companies to appoint as local agents, only such persons as are properly qualified. The pledge which follows closely that in California will accomplish through friendly agreement what it has been impossible to secure through legislation in the state, leaders in the state believe.

Cites Bill That is Pending

Assurance was given to the group by Deputy Commissioner C. A. Gough that the department has in preparation a measure for submission to the legislature requiring representatives of New Jersey companies as well as those of foreign companies to comply with defined requirements in order to be licensed. The exemption of domestic companies from the law has been a source of complaint by agents of foreign companies. Mr. Gough stated that the New Jersey companies without exception—fire, life and casualty—had pledged support to the measure and promised to cooperate if the bill passes.

While the agreement approved by the association relates to fire companies only, the intention is to seek a similar agreement from casualty companies.

The agreement reads:

"Recognizing the value of the American agency system to the insuring public and to the insurance companies, and believing that both interests are best served by properly qualified agents and that such service ultimately results in better coverage and lower costs to insureds; and further,

(CONTINUED ON PAGE 16)

Detroit to Have Executive Secretary

Expansion of Educational and Public Relations Program Favored

DETROIT—Establishment of an educational and public relations program, with extensions of the association's activities through the employment of a full-time executive secretary, was agreed upon by the Detroit Association of Insurance Agents at a special luncheon meeting with D. T. Marantette, Detroit Insurance Agency, newly elected president, in the chair. More than 200 agents, members and non-members attended the session, which was limited to agents only.

Charles Freese, Freese agency, past president, outlined the accomplishments in past years, stressing the activities of the state and national associations. He pointed out the increased opportunities for usefulness under a secretary-manager setup such as has been under discussion for several weeks in association circles here. He stressed the need for a man with adequate insurance training as well as one who can handle educational work.

Marantette Suggests Plan

President Marantette outlined a suggested program as follows: "(a) The enlightenment of our own stock company agents so they will not only sell an insurance policy but will sell the idea of stock insurance protection in their daily contacts; (b) meetings at which will appear outstanding insurance leaders who can leave a message with our agents resulting in increased commission dollars; (c) joint meetings with other trade associations, engendering good will and telling them our story, so that they will understand and appreciate it.

"(d) Establishment of a safety program supplementing the present showing of 50 billboards carrying our messages against reckless driving on the highways; (e) launching of a newspaper advertising campaign to keep our names before the public as stock company agents and to obtain favorable editorial comment when we so desire; (f) establishing contacts with local, state and national legislators so that they will understand our problems. This would be primarily the work of the secretary, but would require the assistance of every member as well.

Streamline Mechanics

"(g) A concerted movement with the companies operating in our territory to streamline the mechanics of our business. This is necessarily a large subject and would require much study and reflection."

Mr. Marantette commented on the possibilities of competitive rating to place stock agents in a more favorable position.

"We should give thought to the development of municipal insurance not now carried by the municipal bodies and business not now in the offices of members of the association. Development of this business would materially aid the association in meeting its budget. In many cities this item has been developed to the point where it carries the full expense of the association and dues are entirely eliminated.

Grievance Committee Urged

"A respected grievance committee should be maintained that will be in a position to enforce the will of the association. Full cooperation should be given the insurance department with a view to elimination of incompetent and part-time agents. Enforcement of our rule of non-recording agents' practice should be maintained and an 'in and out' rule should be established as soon as the association has the strength to en-

(CONTINUED ON PAGE 19)

Marine Problems of Present War Told

L. M. Wiggers of Procter & Gamble Reveals Some of the Difficulties

CINCINNATI—A talk on the marine insurance buyers' point of view by L. H. Wiggers, insurance buyer Procter & Gamble Co., and some impromptu remarks by Vincent Cullen, president National Surety, who was a guest, featured the regular meeting of the Cincinnati Casualty & Surety Association.

Mr. Wiggers said that at the outbreak of the European war, American marine underwriters were on the spot because approximately \$5,000,000 in American goods which were insured largely in German boats at sea. His company used German boats extensively, particularly in far eastern trade, Mr. Wiggers said, because they gave good service at those points. At the present time, however, it is estimated that only about \$300,000 of this is undelivered, he said.

Problems Facing Buyers

One of the problems facing the marine insurance buyer is the one created by the British contraband control. The ordinary policy doesn't cover deterioration or delay and now usually carries a clause which provides no liability unless "free of capture by British and Allied interests." Mr. Wiggers said that he was just informed that such coverage was now available for the Americas, Asia, Africa, and the East Indies.

Mr. Wiggers said that organizations such as his own had to arrange for materials ahead because of the large amount of finished products turned out each day.

The marine shippers have had a problem in strikes such as that which occurred at San Francisco when cargoes were sometimes tied up for months.

Cargoes on German Vessels

At the outbreak of the European war and subsequently it was necessary to get war risk insurance for the first time since the close of the World War. The rates varied from day to day, determined by daily meetings of the underwriters, causing many difficulties for concerns

(CONTINUED ON PAGE 19)

I.M.U.A. Intact as Fireman's Fund Withdraws Notice

The resignation of the Fireman's Fund companies from the Inland Marine Underwriters Association, that was to have become effective March 31, has now been withdrawn by President Charles R. Page.

Thus, a situation that has monopolized the attention of the marine business for the past several months, is removed. Fireman's Fund announced its resignation on Nov. 2, 1939, to become effective Jan. 1. There were two postponements of the effective date and at one point the North America also gave notice of intention to resign but withdrew its action shortly.

Mr. Page stated that the resignation was withdrawn "to facilitate adjudication of the problems" which prompted the resignation. He stated that the withdrawal does not mean any change in the position of Fireman's Fund or the principle which it advocates.

Rhode Island Bill Broadens Fire Company Coverage

PROVIDENCE, R. I.—A new bill in the Rhode Island assembly by Senator Algren would broaden the underwriting powers of fire and marine companies to include the writing of liability insurance and coverage of additional hazards in extended coverage endorsements of fire policies.

Sabotage, including damage done in sitdown strikes, looting after loss by an insured peril, and loss from acts of destruction by order of any military or civil authority done to prevent the spread of a conflagration, epidemic or catastrophe would be included in the coverage.

The fire and marine companies would also be allowed to write insurance "against the legal liability of the insured, and against loss, damage or expense incident to a claim of such liability, arising out of the loss or destruction of, or damage to, property of another person.

Lloyd E. Wagner, Portland, Ore., manager of Fireman's Fund Indemnity, has been commissioned a captain in the marine corps reserve, of which he has been a member for ten years. He went to Portland from Seattle about seven years ago as claim manager.

THIS WEEK IN INSURANCE

New Jersey Association of Underwriters, at mid-year meeting, approves pledge to be submitted to companies for signature, governing company-agency relations that is similar to the California declaration of guiding principles. **Page 3**

Minnesota Association of Insurance Agents holds mid-year meeting. **Page 3**

Wade Fetzer, Jr., vice-president W. A. Alexander & Co. of Chicago, in an address before the Minnesota agents, calls attention to the decided economic evolution and the effect on sellers of insurance. **Page 3**

Superintendent Pink of New York, in addressing mutual group at Boston, asserts that the assessment feature offers but small protection. **Page 5**

Detroit Association of Insurance Agents decides to employ full-time executive secretary and to extend educational and public relations program. **Page 4**

Fireman's Fund withdraws its resignation from the Inland Marine Underwriters Association. **Page 4**

National Marine of New York City is being incorporated by officers and a number of department heads of the National Surety. **Page 12**

New low rated truck classification features revised automobile casualty manual. **Page 23**

Bankers blanket bond rates cut and forms broadened; seen as competitive move. **Page 25**

Verdicts totaling \$195,000 are returned against **General Mills**, insured by American Automobile, in connection with an automobile accident in Massachusetts in 1938. **Page 23**

L. H. Wiggers of Procter & Gamble speaks to Cincinnati insurance men on present marine insurance problems. **Page 4**

Market for fidelity bonds reviewed at New Jersey agents' meeting. **Page 5**

A. B. Smillie, Indiana state manager of the Travelers Fire, is made associate manager in the Chicago department. **Page 14**

Los Angeles superior court denies plea of W. H. Neblett, holding no fraud was committed in **Pacific Mutual Life** rehabilitation. **Page 24**

Casualty companies' ranking in point of assets shown. **Page 25**

Chicago Association of Insurance Agents will make an appeal to the constitution and rules committee of the temporary organization committee of the Chicago Acquisition Cost Council seeking to have the local managers open the way for the general agents to have a voice in management. **Page 25**

Massachusetts Bonding wins decision in Allegheny county common pleas court in important case involving cancellation of general agency contract with Johnston & Harder of Pittsburgh. **Page 24**

Aetna Casualty & Surety announces annual series of agency meetings in key cities throughout the country in March. **Page 31**

Aetna Casualty & Surety gives the summary of its study of traffic arrests for automobile accidents in 32 American cities. **Page 25**

Program is announced for the annual meeting of the **Louisiana Insurance Society**. **Page 42**

Ponder Effect of Western Changes

Gross Earnings U. & O., Single State Reporting Forms Much Discussed

The new rules for writing the gross earnings form of use and occupancy insurance on non-manufacturing risks and allowing single state reporting forms at one location have been adopted in Michigan.

Use and occupancy experts are very skeptical about the desirability of the gross earnings form for non-manufacturing risks, other than mercantile. The form, originally brought out for mercantiles only, has just been authorized for other non-manufacturing risks in a number of middle western states and extension of this privilege is expected in the balance of Western Underwriters Association territory in the near future. It has been so authorized in Chicago Board territory for several months. Leading underwriters recognize that a burst of enthusiasm may result in sale of this form to some assured in that classification, but they believe in the vast majority of cases a careful analysis of the risks will indicate that the old 80 percent coinsurance form should be used. The gross earnings form will give the assured the same coverage, but the amount of insurance required and consequently the premium will be unduly high in many cases.

Most of the non-manufacturing risks fall in the "service" or "amusement" class, such as hotels, garages, race tracks, toll bridges and theaters. These risks have little or no merchandise to sell and consequently can make practically no deductions from their annual income, but must carry insurance equal to 50 percent of it, including ordinary payroll, which constitutes the largest in the expense of most non-manufacturing risks. The gross earnings form was designed for mercantiles and the amount of insurance required is from 50 to 80 percent of the difference between the assured's gross income (including income from leased departments and other sources) and the cost of merchandise. With the average store, this works out so that the amount of insurance carried is approximately the same under either the gross earnings form or item 1 of the 80 percent coinsurance form.

Very Few Deductions

This, however, is not true in non-manufacturing risks. A hotel, for example, if it operates its own restaurant, could deduct only the wholesale cost of food. Scarcely any hotels operate their own cigar and news stands. A garage could deduct only the wholesale cost of such gasoline, oil, parts and accessories as it may incidentally sell at retail. It is the opinion of underwriters that the wording of the form would not permit a motion picture theater to deduct rental of films, on the theory that this is an overhead expense and not a merchandise cost.

The difficulty with the gross earnings form for non-manufacturing risks, underwriters maintain, is that it was designed squarely and exclusively for a certain type of risk. A number of channels of research on the proportionate expenses of retail stores, including actual history of use and occupancy underwriting over a long period of years, were utilized and the insuring clause and work sheet are based upon these figures. The form was permitted without revision for non-manufacturing risks, a class for which it was never intended. If sufficient demand arose, it might be possible to draw a special insuring clause and work sheet for these risks, but until this is done, students of the business believe that most non-manufacturing risks will find the gross earnings form

(CONTINUED ON PAGE 19)

Assessment Feature Offers But Small Protection: Pink

N. Y. Superintendent Gives Forceful Talk to Mutual Gathering, Boston

BOSTON—"During the depression years it has been borne in upon me by experience that the assessment feature is not in fact the protection which it is claimed to be," boldly declared Superintendent Pink of New York, when he appeared at a luncheon meeting of the Mutual Fire Insurance Association of New England.

"When assessments are levied it is most difficult to collect them" he continued. "The policyholders do not consider that they owe them and take it as an imposition. Those in authority in other states not only give us little or no help in collecting assessments but every possible assistance in law and practice is given to those who seek to evade paying these assessments."

Useful for New Companies

"The assessment feature has its usefulness, of course, particularly for new companies just organized which have not acquired sufficient financial strength to write non-assessable policies, but our experience leads us to believe that, generally speaking, the best protection for policyholders is ample funds in the coffers of the company rather than a paper promise to make up deficiencies."

Frank L. Brigham, vice-president of Merrimack and Cambridge Mutual Fire companies, and president of the association, presided. Seated at the head table were also Commissioner Harrington and Deputy Commissioner E. S. Cogswell of Massachusetts; Attorney George L. Barnes; Vice-president N. M. Knowlton of Holyoke Mutual; John H. Eddy, director of Holyoke Mutual; Secretary Harvey MacArthur of Quincy Mutual; Treasurer W. J. Cushing of Hingham Mutual; Charles W. Varney of Rochester, N. H., former president of Grange Mutual; and Clayton K. Brooks and William Brooks, Boston adjusters.

Several other New England commissioners, Morin of Rhode Island, Lovejoy of Maine, Rouillard of New Hampshire and Hemenway of Vermont, also were present.

Mr. Pink discussed the new insurance code of New York with special reference to its application to mutuals. He assured the gathering the new law was not drastic; that it raised somewhat the qualifications for entering the state, called for increased surplus and limited single risks, when not adequately protected, to 10 per cent of the surplus to policyholders.

Would Not Oppose Change

One new requirement, that a mutual fire company must have transacted business in its own state continuously for 10 years before being admitted, which is being contested by Wisconsin, was not favorably looked upon by the superintendent who said he would have no objection to its being eliminated.

The new code extends to New York mutuals the right to issue non-assessable policies, which formerly had only been permitted to companies from outside given that right in their own states, by requiring a surplus equal to the capital required of a domestic stock company and a deposit of \$250,000.

"As an indication of our broad policy towards out-of-state companies," said

(CONTINUED ON PAGE 18)

Credit Man Sees Great Future for the "Fact Finder"

A great future was predicted for the "Fact Finder" by E. B. Moran of Chicago, central division manager of the National Association of Credit Men, in his talk at the midyear meeting of the Minnesota Association of Insurance Agents. The "Fact Finder" is a simplified form for survey of insurance requirements that has been endorsed by the national insurance advisory committee of the National Association of Credit Men. It has been in use about a year and is now being revised and further simplified for the benefit of the smaller business.

With the use of this form, according to Mr. Moran, members of the National Association of Credit Men "can sell or cause to be purchased more insurance than you as an insurance agent can induce your prospective clients to buy."

Mr. Moran pointed out that if a firm puts merchandise in a store or plant on extended terms of credit, it has in a sense a definite proprietary interest in that business. The credit manager becomes a partner in the business of the debtor. Frequently, he said, the combined and aggregate volume of all creditors' interest in a store or plant may be equal to or may exceed the capital investment of the customer.

Debtor Likely to Comply

Under these circumstances, he said, if the principal creditors ask the customer to increase his fire coverage, adequately protect himself on automobile and public liability, to carry windstorm insurance, etc., the debtor is going to comply. If he does not comply, the aggressive credit managers will curtail the credit and the line of credit will then be absorbed by those who think they can get along without the cooperative assistance of other credit men. However, the course of least resistance for the customer will be to comply and adequately insure all risks.

The fact finder form is sent to the customer by creditors, he observed. The credit man requests the customer to turn it over to his agent to be completed.

Mr. Moran said that cooperation received from agents, brokers and counselors in replying to the forms has not been satisfactory. Only about 50 per cent of the forms are completed. There should be 100 percent replies to the survey.

Opportunity for Agent

On the last page of the form is this statement:

"All insurance carried by this credit applicant has been examined. In my opinion, all insurable hazards to which he and his business are subjected are adequately insured to protect his credit, except as follows:"

"Here is the opportunity of the agent to put down what the customer additionally needs," he pointed out. Mr. Moran suggested that before returning the survey to the creditor, the agent visit the client and suggest that he cover himself on the exceptions before the survey is reported.

Many agents who have followed this system have been successful in earning more commission, he said.

Mr. Moran gave some specific examples showing how lack of insurance may destroy a business and cause credit loss and other hardships.

Gives Telling Examples

He said in Chicago last December there was a \$35,000 fire loss in a factory. The assured claimed insurance of \$25,000 on building and \$10,000 on stock. The loss, as a matter of fact, was \$10,000 on building and \$25,000 on stock. Following the fire, the building has been condemned. The factory owes \$40,000 to the bank, which holds the as-

Predicts Extension of Truck Rule

The Illinois truck regulatory act is not the last word but the beginning of truck regulation in the state, P. E. Mathias, legislative representative of the Illinois Agricultural Association, Chicago, declared at a meeting of the Cook County Field Club. He outlined some of the difficulties being experienced by insurance companies and truckers alike, and tabbed the act as being a jumble of requirements.

"Although the law was prepared by the state uniform motor vehicle laws commission," he said, "there is no other state which has a law like it. It is a law unto itself."

He said that insurance companies are having trouble with the cargo provision, which requires protection against legal liability in minimum limits of \$1,000/\$2,000, and predicted that, despite the fact that companies reserve the right to collect from insured for losses from other than named perils many losses will be sustained.

Collection Will Be Difficult

"Collecting from an insured trucker will be difficult and in many cases practically impossible," he said. "If legal suit is brought, most juries will probably favor the insured."

Some companies are making arrangements whereby truckers regularly carrying cargo valued at considerably less than the \$1,000 minimum protection required by law will have their premiums adjusted accordingly.

Mr. Mathias said there was strong possibility of a pool being formed to take care of cargo, P. D. and P. L. risks unacceptable to companies, citing Director Palmer's views. He also predicted that some truckers filing proof of self-insurance on cargo will get into difficulty. A sworn financial statement showing the net assets of the trucker are sufficient to meet the requirements is all that is necessary. No doubt some will experience losses which will be greater than their financial strength allows if they sometimes carry a cargo more valuable than their assets, he said.

Tow Trucks Must Have Cargo

During the question and answer session following Mr. Mathias' talk, it was brought out that tow trucks must have cargo coverage.

In reviewing factors which brought about the passage of the law, after much deletion and amendment, he said that practically no objection to the insurance and safety test requirements was raised, it being the feeling that these provisions would eliminate the irresponsible truckers.

He referred to suits instituted to block enforcement of the truck regulatory act, and commented that already it is being used as a political football. In Christian county a candidate for the state senate is using support accorded the act by the incumbent, Senator Fribley, as a reason why the senator should not be reelected.

signment of all receivables as well as the assignment of the insurance policies on stock. The building was mortgaged and there is no equity. The accounts payable to manufacturers and wholesalers, about 100 in number, total \$30,000. The bank will not extend the loan. It appears that the business will be discontinued. Merchandise creditors will receive no dividends.

In a town of 7,000 near Chicago, a creditor of a factory discovered that the customer carried nominal fire insurance. The customer contended that he did not need much insurance because it was a well constructed building, 24 hour watch service was maintained and there was an excellent local fire department. The creditor became apprehensive and reduced his line of credit. A month later there was a fire and due to a combina-

Brodsky Reviews Field for Sale of Fidelity Coverage

Tells New Jersey Agents Where Particular Forms Are Applicable

NEWARK—Although the sale of fidelity insurance has gained momentum so that more business has been written during the last 10 years than in the entire 40 years previous, companies and agents still have not sold it sufficiently or in adequate amounts, J. C. Brodsky, New York, secretary Fidelity & Casualty, said at the breakfast session of the New Jersey Association of Underwriters convention here. Banks, investment houses and other financial institutions have been sold, but manufacturers, transporters, intermediate dealers, chain retailers and individual shop keepers have been neglected. After reviewing the dishonesty hazard, Mr. Brodsky discussed the services of fidelity bonds and showed how developments in blanket bonds have made the sale easier and have increased business considerably.

The commercial blanket bond, particularly in view of the recent rate reductions and broadening changes, is the most desirable form for the majority of employers, Mr. Brodsky said. Since it may be issued in "baby" form in multiples of \$5,000 up to \$25,000, and above that in multiples of \$25,000 up to any amount, it can be adapted to business houses of any size. That it has sales appeal is evidenced by the fact that in Mr. Brodsky's company the largest percentage of new blanket bonds during the past year came from assured who previously were not bonded at all. He cautioned the agents, however, against selling the "baby" form to assured who need more coverage, citing the fact that a list of representative losses compiled by a number of surety companies on which the full face of the bonds were paid aggregated \$6,429,000, while recovery under the bonds totaled only \$1,479,000.

Use of Blanket Position Form

While the commercial blanket bond is desirable for most employers, Mr. Brodsky said that the blanket position bond is useful for risks where catastrophe losses are unlikely but where there is a loss frequency hazard. It is issued in multiples of \$2,500 up to \$25,000 and gives this amount of protection on each employee in any position. The bond liability is never exorbitant and a very large aggregate of insurance is provided. Excess coverage can be secured on any employee for whom it is deemed desirable.

The recent rate reductions have given a great impetus toward converting old schedule bonds into blanket form bonds. After reviewing comparative premiums

(CONTINUED ON PAGE 38)

tion of circumstances the plant was a 90 percent loss. At a \$250,000 valuation there was only \$33,000 fire insurance and no U. & O. About 150 were thrown out of work. More capital must be raised before the plant can open at all. The officials are attempting to effect a compromise offer of 25 percent with all creditors. The loss to unsecured credits will exceed the physical loss caused by the fire.

"We in credit work," he said, "have seen too many instances where the last chapter of an inadequately insured fire has been the foreclosure, court litigation and a sheriff's sale."

Underwriting — Investment Exhibit

(FOR 1939 FROM 1940 ARGUS FIRE CHART)

Earned Prem's	Losses Incurred Incl. Adj. Expenses	Underwriting Expenses Incurred	Ratio to Earned Prem's Loss Exp. Inc.	Company	Gain from Underwrtg. & Profit & Loss Items	Gain from Investments	Net Increase in Surplus	Earned Prem's	Losses Incurred Incl. Adj. Expenses	Underwriting Expenses Incurred	Ratio to Earned Prem's Loss Exp. Inc.	Company	Gain from Underwrtg. & Profit & Loss Items	Gain from Investments	Net Increase in Surplus
22,664,422	10,224,887	11,666,289	45.1	Aetna	599,614	3,320,481	1,569,113	17,276	10,180	17,057	58.9	First National	-63,961	59,690	240,729
5,845,109	2,875,226	2,905,233	49.2	Agricultural	65,696	153,633	-143,497	7,015,481	3,487,340	3,568,849	49.7	Franklin	-24,140	779,702	-213,471
497,593	210,726	266,011	42.4	Albany	22,688	59,109	153,169	491,802	221,701	249,714	50.8	Franklin Natl.	26,144	181,473	206,623
1,366,895	586,021	740,956	54.2	Allemania	39,952	144,136	40,087	831,746	419,664	325,062	50.5	Freeport Motor Cas.	87,580	38,011	46,571
1,036,142	387,514	413,169	37.4	Alliance, Eng.	217,655	17,290	492,392	434,421	222,192	210,579	48.5	French Un. & Univ.	1,649	30,198	-5,412
2,411,104	1,012,647	1,281,103	42.0	Alliance, Pa.	84,949	391,613	144,796	101,939	65,403	30,220	64.2	Fulton Fire	-11,111	63,154	26,166
174,684	45,966	76,670	28.9	Allstate, N. Y.	50,889	26,783	21,079	23,287,136	15,217,796	4,211,914	65.3	Fuso Marine & F.	6,435	25,131	17,155
685,027	238,165	346,310	42.2	Allstate, N. Y.	49,543	24,319	21,300	2,238,424	1,252,281	910,588	55.9	General Exchange	3,893,010	67,679	1,082,615
1,822,457	809,623	942,714	44.4	Amer. Alliance	69,048	473,443	47,491	886,101	515,142	631,967	58.1	General, France	73,778	103,728	183,420
1,147,141	499,096	485,614	43.5	Amer. & Foreign	123,036	321,215	228,123	7,017,042	3,063,027	3,438,351	43.7	General, Italy	266,523	94,767	-99,254
3,096,128	1,235,840	1,389,168	41.5	Amer. Auto Fire	420,937	97,713	31,651	1,120,956	576,125	525,375	51.4	General, Wash.	492,518	676,078	489,707
2,151,293	1,001,984	1,188,704	46.6	Amer. Central	-37,655	159,832	-108,230	1,444,515	808,465	665,754	56.0	General Schuyler	29,373	164,332	133,705
392,706	163,839	166,393	41.7	Amer. Druggists	64,018	37,300	16,914	1,494,221	688,164	809,924	46.1	Gibraltar F. & M.	-33,518	183,912	10,393
2,877,686	1,370,624	1,363,726	47.6	Amer. Eagle	130,058	761,252	47,892	7,034,661	2,738,952	3,480,622	38.9	Girard F. & M.	-9,954	132,399	42,346
4,459,310	2,090,717	2,516,349	46.9	Amer. Equitable	-146,914	-60,592	-476,579	2,577,460	1,208,404	1,454,754	46.9	Glens Falls	719,402	375,141	-241,673
438,523	202,801	215,988	46.2	Amer. Fire & Cas.	22,607	22,154	21,644	2,304,881	1,393,389	1,857,544	60.5	Globe & Republic	-85,249	-10,809	-227,975
48,031	6,169	32,860	12.8	American Fire, D. C.	-907	33,327	14,420	11,261	3,139	5,820	27.9	Globe & Rutgers	-971,123	-198,347	-1,183,898
65,639	36,376	37,799	55.4	Amer. Fire, Tex.	-8,681	12,502	1,821	1,288,986	632,853	665,582	49.1	Globe, S. D.	2,303	117,688	-28,389
1,431,269	708,799	644,759	45.0	Amer. General	80,489	71,909	57,756	12,863,686	5,869,292	6,587,508	45.6	Granite State	12,989	117,688	-28,389
991,033	572,029	673,413	57.7	Amer. Home	-252,804	-3,030	-185,995	2,080,261	993,678	1,034,468	47.8	Great American	425,521	2,891,714	842,733
1,948,441	1,083,149	862,150	55.6	Amer. Indemnity	2,284	102,716	75,000	5,306,409	2,675,294	2,718,968	50.4	Great Eastern	5,525	18,447	8,972
13,322,949	6,339,507	6,948,744	47.6	Amer., N. J.	449,598	1,017,635	497,078	36,443,336	16,988,049	17,433,000	46.6	Gulf, Tex.	53,999	165,902	119,901
1	1	12,488	45.0	Amer. National	12,488	73,555	36,043	2,627,505	1,252,310	1,356,860	47.7	Halifax	55,107	126,966	-19,175
3,000,595	1,891,805	1,351,749	63.0	Amer. Reserve	-244,547	273,442	-35,229	53,999,757	26,944,148	26,351,912	50.7	Hamilton	-86,147	-14,543	-106,604
21,956	104,695	83,151	49.9	Amer. Security	24,109	1,970	16,079	1,299,590	659,999	625,071	50.8	Hanover	-101,162	437,924	-188,878
2,041,727	1,110,811	882,011	54.4	Amer. States	53,194	76,065	-3,581	229,327	110,880	43,732	48.3	Hartford	1,960,279	6,656,267	3,957,248
290,011	129,788	127,473	44.0	Amer. Union	20,123	165,240	185,363	2,274,325	1,137,585	1,086,656	47.0	Home F. & M.	10,833	283,978	38,746
647,812	312,681	304,750	48.3	Anchor	30,400	28,164	8,564	2,274,325	1,137,585	1,086,656	47.0	Home, N. Y.	-231,659	5,862,622	-94,947
55,275	11,769	45,321	32.0	Associated F. & M.	-1,856	16,523	14,667	880,442	422,884	436,375	49.1	Homeland	-5,223	129,653	124,575
22,696	2,607	28,569	11.5	Atlantic City	-8,496	24,668	11,173	1,299,590	659,999	625,071	50.8	Houston Fire & Cas.	12,518	188,586	101,104
2,974,931	1,289,929	1,537,677	43.4	Atlantic, N. C.	1,676	19,790	21,466	229,327	110,880	43,732	48.3	Hudson	70,215	19,866	90,081
12,274,838	5,486,452	6,074,540	44.7	Automobile, Conn.	629,146	1,195,795	741,766	2,232	7,554	6,528	42.2	Illinois	-11,611	35,228	189,256
904,746	478,233	406,009	52.9	Baltica	20,506	79,866	73,206	397,180	210,353	167,571	53.0	Illinois Cas.	18,586	13,935	32,521
2,089,140	923,287	871,671	44.2	Baltimore American	292,323	245,529	357,853	112,224	41,812	72,753	37.3	Illinois Fire	-2,229	-95,250	202,522
15,824	5,605	9,694	61.3	Baltimore Natl.	525	8,826	5,294	746,587	439,535	312,629	58.9	Illinois Natl. Cas.	-5,988	25,248	19,260
3,947,569	1,926,098	2,016,881	48.8	Bankers & Shippers	2,487	193,910	11,009	878,548	363,563	475,893	41.4	Imperial	37,368	129,183	5,360
7,538	3,345	5,175	44.4	Bankers F. & M., Ala.	-3,189	26,367	.....	370,995	176,908	144,499	47.7	Indem. Marine	44,142	21,711	11,941
2,379	-19	29,322	.....	Bankers, N. C.	2,847	4,411	1,258	897,828	457,232	452,922	50.9	Indiana	-12,444	31,897	19,453
357,566	145,927	229,990	60.8	Birmingham, Ala.	-16,510	47,127	-25,112	24,081,775	10,403,465	12,601,548	43.2	Ins. Co. of N. A.	1,002,410	6,381,880	3,903,730
189,551	104,221	95,688	55.0	Birmingham, Pa.	-10,357	38,740	4,135	2,020,094	1,036,104	1,151,345	51.3	Ins. Co. of State of Pa.	-165,476	83,721	-242,145
4,854,025	2,154,407	2,524,262	44.4	Boston	182,971	1,368,657	716,810	1,747,302	900,708	851,041	51.5	International	-2,473	249,835	47,261
641,272	267,827	325,793	41.1	British America	50,505	86,498	45,963	2,713,549	1,311,453	1,305,953	48.3	Inter-Ocean Reins.	102,510	74,274	11,188
748,557	287,243	288,724	38.4	British & Foreign	167,946	101,407	275,000	835,659	443,347	251,835	53.1	Interstate	140,477	18,525	139,002
374,354	175,122	209,780	46.8	British General	-12,329	22,521	-33,204	5,457	1,486	178	27.2	Iowa Fire	3,880	13,131	17,011
66,971	27,562	76,476	41.2	Buckeye Union Fire	-37,702	14,364	-24,935	2,274,325	1,137,585	1,086,656	47.0	Jersey, N. Y.	49,452	84,254	23,155
2,180,897	990,179	1,169,145	45.4	Buffalo	13,318	203,266	7,388	426,432	200,121	222,164	46.9	Jupiter Genl.	45,661	12,839	57,936
246,573	97,500	138,318	39.5	Caledonian-Amer.	10,410	19,409	72	1,944,780	911,995	1,090,713	47.4	Kansas City F. & M.	4,197	30,238	-1,970
1,442,292	692,614	763,709	48.0	Caledonian	-25,381	59,934	-52,005	216,469	59,280	94,778	27.4	Keystone Auto. Fire	62,416	14,598	-47,818
345,723	120,029	176,195	34.7	Calvert	49,123	-45,313	1,252,505	1,944,780	911,995	1,090,713	47.4	Knickerbocker	-57,520	24,765	-100,577
1,323,167	619,380	735,863	46.8	California	-29,716	135,535	-97,628	104,892	34,866	56,420	33.2	La Fayette	15,887	48,551	28,438
5,859,395	2,907,087	3,014,395	49.6	Camden	-63,915	519,033	8,972	661,358	301,195	359,536	45.5	Law Union & Rock	2,564	88,741	58,706
151,866	90,845	86,139	59.8	Canadian Fire	-24,169	8,382	-16,932	185,477	17,854	185,477	16.9	Liberty, Ky.	20,884	16,706	17,590
50,396	36,750	16,901	72.9	Canton	-3,226	8,182	2,350	105,072	98,822	98,488	53.5	Lincoln, N. Y.	-13,142	16,885	-9,196
20,255	4,882	22,647	24.1	Capital, N. H.	-7,256	32,727	25,471	1,338	214	2,836	16.0	Lion, N. Y.	4,655	761,158	561,544
276,278	128,141	140,160	46.4	Capital, Cal.	9,168	41,015	49,885	7,753,822	3,334,816	4,039,182	43.0	L. & L. Globe	218,649	400,091	600,693
806,118	399,085	390,740	49.5	Carolina	19,714	152,493	107,207	3,683,895	1,669,595	1,782,425	45.3	London & Assur.	218,649	400,091	600,693
1,013,910	409,452	553,997	40.4	Central, Md.	56,799	126,608	108,406	3,180,378	1,492,163	1,683,820	46.9	London & Lanc.	-18,173	168,911	70,824
170,011	79,935	89,947	47.0	Central Surety	-142	14,864	14,723	302,253	150,030	170,325	49.6	London & Prov. Mar.	-16,123	29,869	8,438
111,513	46,124	58,032	41.4	Central Union	11,175	75,070	86,245	286,542	128,910	162,845	45.0	London & Scot.	-9,418	24,745	-35,239
1,692,543	818,111	760,333	48.3	Century	115,571	100,143	229,994	1,309,284	593,936	690,134	45.4	Louisville F. & M.	-1,121	270,353	128,220
1,605,140	907,475	753,296	56.5	Charter Oak	13,641	31,313	31,313	767,237	378,508	446,861	49.3	Manhattan F. & M.	-62,344	127,274	14,930
55,490	32,293	15,295	58.2	Christiana Genl.	-53,296	-13,953	-135,793	133,003	45,080	72,930	33.9	Manufacturer's, Pa.	13,493	47,985	37,478
389,698	184,338	182,327	42.2	Church Prop.	7,902	2,986	-7,096	1,708,386	526,447	649,713	30.8	Marine, Ltd.	435,723	87,267	512,993
2,431,030	1,246,171	1,165,372	51.3	Citizens, N. J.	42,870	170,143	183,013	190,305	68,569	68,498	51.8	Maritime, Ltd.	24,355	26,346	14,184
61,447	34,700	41,045	56.9	City, N. Y.	28,511	289,723	95,650	163,356	163,356	178,885	46.1	Maryland	10,826	85,652	64,669
525,461	240,954	254,982	45												

Perhaps I **DO** Need More Insurance



Too many persons buy a hit or miss amount of fire and furniture insurance for their homes, then let it go at that. This is bad... bad for homeowners, for insurance companies, and for agents as well. Therefore, we are making an effort — through national advertising reaching 1,750,000 homeowners *every month* — to show "Mr. and Mrs. America" how to get proper protection for the home.

Some Good Timely Advice

In every advertisement we urge homeowners to do business with local insurance agents. We suggest that homeowners put more faith in their agents; that they consult them freely and often. Moreover, we point out the advantages of having a complete analysis and full protection plan written for the home.

Some Very Helpful Assistance

In addition, we offer free informative booklets on "Insurance for the Home." Booklets that explain policies and show how to buy insurance. Free household inventories are also offered, and each day brings new batches of requests from prospects. But most important, we offer — through the facilities of the Three Employers' Group Companies — all types of insurance for the home *complete under one plan*.

YOUR OPPORTUNITY FOR MORE SALES

Our monthly house organ "The Employers' Pioneer" contains many interesting articles that show how to cash in on national advertising and develop not only homeowner lines, but all others as well. Write to Publicity Dept. for the current issue. No obligation.



The EMPLOYERS' GROUP

110 MILK STREET, BOSTON, MASSACHUSETTS

The Employers' Liability Assurance Corporation, Ltd. — The Employers' Fire Insurance Company — American Employers' Insurance Company



(CONTINUED FROM PAGE 6)

Earned Prem's	Losses Incurred Incl. Adj. Expenses	Underwriting Expenses Incurred	Ratio to Earned Prem's Loss Exp. Inc.	Company	Gain from Underwrtg. & Profit & Loss Items	Gain from Investments	Net Increase in Surplus	Earned Prem's	Losses Incurred Incl. Adj. Expenses	Underwriting Expenses Incurred	Ratio to Earned Prem's Loss Exp. Inc.	Company	Gain from Underwrtg. & Profit & Loss Items	Gain from Investments	Net Increase in Surplus
3,820,759	1,813,545	2,155,063	47.5	Northern, Eng.	-165,474	206,410	-16,828	631,432	328,666	312,919	52.1	Union & Phenix	-10,153	184,185	60,059
4,799,753	2,110,700	2,539,849	44.0	Northern, N. Y.	127,072	411,211	138,263	872,328	367,318	472,625	54.2	United Firemen's	28,128	92,074	-28,685
5,884,537	2,588,950	2,950,026	44.0	North River	370,179	731,154	257,904	9,760,422	4,200,124	4,792,104	43.0	U. S. Fire	768,042	1,415,628	1,034,774
1,847,238	994,640	917,732	53.8	North Star	-54,810	-25,320	-147,540	1,373,613	715,711	646,767	52.1	Universal	4,829	157,233	62,916
636,245	292,267	309,958	45.9	N. W. F. & M.	56,333	100,994	32,327	434,451	222,074	202,794	51.1	Urbaine	9,583	46,433	11,472
4,283,672	1,692,673	2,653,038	37.4	N. W. Natl.	30,417	328,022	-46,560	491,984	266,639	239,139	54.2	Utah Home	-12,894	44,861	1,725
2,501,243	1,092,095	1,300,406	43.7	Norwich Union	119,327	123,880	27,618	603,742	284,544	329,200	47.1	Virginia F. & M.	-12,485	26,769	-25,716
1,007,369	483,571	506,506	48.0	Occidental	14,445	50,639	-69,933	186,379	79,366	87,125	42.6	Washington Assur.	19,727	59,423	77,555
162,232	75,496	58,341	46.5	Ocean Marine	28,241	7,915	136,139	1,038,197	541,334	543,072	52.1	West American	-50,195	34,234	-25,961
5,931,141	2,660,701	2,619,598	44.9	Ohio Casualty	646,989	219,817	200,000	6,195,160	2,860,662	3,152,166	46.2	Westchester	132,903	781,729	140,929
2,403,818	1,066,802	1,259,555	44.4	Ohio Farmers	111,607	18,424	101,159	1,377,418	614,174	624,165	44.6	Western, Ont.	144,523	178,759	114,027
48,291	8,161	23,921	16.9	Ohio Ins. Co.	16,237	7,116	13,673	724,001	332,448	385,498	45.9	Western, Kan.	-21,634	45,684	24,250
1,658,430	730,547	814,828	44.0	Old Colony	112,729	562,736	338,602	36,848	5,277	30,541	14.3	William Penn	2,033	13,430	463
29,580	16,040	18,706	54.2	Old Dominion	-5,166	18,367	-6,799	1,694,927	754,444	816,265	44.5	World F. & M.	110,552	165,914	176,467
1,526,863	691,418	794,149	45.3	Orient	36,629	16,100	-3,371	180,128	105,833	71,733	56.0	Yang Tsze	11,072	28,172	33,328
466,216	231,068	233,706	49.6	Pacific Coast	1,964	53,447	54,107	1,511,264	750,150	851,911	49.6	Yorkshire	-87,958	61,642	-70,247
3,961,140	1,933,345	1,958,070	48.8	Pacific	77,714	203,357	52,276	615,200	279,514	316,270	45.4	Zurich	19,314	64,473	83,786
4,161,274	2,232,067	2,410,712	53.6	Pacific Natl.	-497,947	257,137	490,661								
922,776	432,397	497,267	46.9	Palatine	1,791	6,913	-73,305								
		32,878		Paramount	-18,834	179	190,021								
50,745	16,714	24,231	32.9	La Paternelle	9,801	33,659	-22,252								
595,746	295,771	317,696	49.6	Patriotic	-19,780	85,624	65,844	257,593	98,099	113,519	38.1	Abington Mut., Mass.	46,044	20,529	25,818
1,396,887	692,338	672,339	49.6	Paul Revere	30,778	176,220	76,998	583,603	195,339	153,467	33.5	Allied Am. Mut., Mass.	231,926	18,867	77,482
6,427,756	3,101,970	2,530,820	48.3	Pearl Assur.	876,603	561,757	2,294,315	602,272	182,749	280,697	30.3	Atlantic Mut., Ga.	134,528	39,562	25,532
4,367,499	1,870,458	2,188,355	42.8	Pa. Fire	334,002	567,524	365,126	3,964,738	2,028,917	1,450,153	51.2	Atlantic Mut., N. Y.	433,039	687,780	554,116
12,640	5,417	21,635	27.0	Penn-Liberty	-12,827	9,526	-3,301	596,778	219,662	284,793		Austin Mut., Minn.	66,030	2,860	53,890
140,305	17,897	16,332	12.8	Pa. Mfrs. Assn.	107,217	17,389		657,450	70,781	264,694	10.8	Automobile Mut., R. I.	321,974	139,484	134,409
1,352,097	569,266	709,633	42.1	Philadelphia F. & M.	66,208	250,762	105,363	324,685	121,199	211,098	37.3	Badger Mut., Wis.	-7,804	12,911	8,231
536,162	246,112	292,752	45.9	Philadelphia Natl.	-6,365	129,989	72,630	827,137	349,905	361,738	42.3	Berkshire Mut., Mass.	114,920	41,808	49,000
8,809,903	3,701,292	4,480,850	42.0	Phoenix, Conn.	625,680	3,712,235	238,409	379,835	150,470	192,400	39.6	Cambridge Mut., Mass.	35,410	22,192	-10,709
2,929,082	1,218,417	1,584,148	41.6	Phoenix, Eng.	121,252	8,408	-24,679	172,819	37,773	86,445	21.9	Carolina Mut.	47,424	19,146	13,126
1,142,073	702,791	534,979	45.8	Piedmont	-97,564	59,854	-37,610	3,812,394	1,517,713	1,448,938	39.8	Central Mfrs. Mut., O.	844,337	136,263	35,364
896,495	514,912	388,694	57.4	Pilot Reins.	-17,111	51,812	-55,363	122,604	43,224	46,643	35.3	Citizens Mut., Mass.	32,774	3,132	11,727
107,580	40,330	50,093	37.4	Pioneer Equit.	17,390	-5,212	-2,317	208,849	75,481	88,075	36.1	Dorchester Mut., Mass.	45,484	42,921	32,438
6,403	409	17,812	4.4	Pioneer, Ill.	-13,286	-5,243	-16,773	104,128	326,078	291,305	53.4	Fmr's. Alliance, Kan.	-10,640	47,551	22,933
2,000,305	908,845	1,012,164	45.4	Potomac	85,481	131,377	102,633	575,734	219,296	219,589	38.1	Federal Mut., Mass.	136,547	9,929	17,423
722,850	385,759	297,657	53.4	Preferred Auto.	45,209	28,298	55,253	313,699	142,744	104,000	45.5	Fidelity Mut., Ind.	66,954	12,957	5,449
345,963	203,266	160,973	58.8	Preferred Fire	-16,058	22,538	2,980	58,650	28,276	37,642	48.2	Fire Ins. Co., Pa.	-7,529	594	-4,228
5,906,951	2,614,983	2,938,905	44.3	Providence Wash.	348,291	496,674	424,065	494,552	196,883	208,472	39.8	Fitchburg Mut., Mass.	89,346	21,096	11,813
356,439	168,126	181,476	52.0	Prudential, N. H.	7,129	18,238	45,226	265,155	102,062	112,553	38.5	Glen Cove Mut., N. Y.	50,099	8,761	-1,225
2,442,893	1,244,699	1,092,500	47.0	Prudential, N. Y.	100,757	196,730	28,813	2,248,015	800,352	994,544	35.6	Grain Dirs. Mut., Ind.	452,018	-32,987	35,000
		2,796		Prudential, Okla.	3,528	6,304	-168	300,316	124,398	147,077	41.4	Guarantee Mut., O.	28,838	17,321	1,494
457,228	241,621	246,223	52.8	Quaker City	-38,697	73,228	9,531	4,324,904	1,480,803	1,323,010	34.2	Hardware Dirs., Wis.	1,521,804	170,711	178,404
7,170,130	3,110,985	3,608,120	43.4	Queen	447,979	1,028,228	706,508	4,246,549	1,505,216	1,547,062	34.6	Hardware Mut., Minn.	1,280,907	270,872	83,268
553,502	225,389	251,563	40.7	Reins. Corp. of N. Y.	76,571	57,262	73,242	762,974	263,408	339,033	34.5	Holyoke Mut., Mass.	161,104	88,765	94,068
270,430	113,106	169,187	41.8	Reliable, O.	-14,028	51,362	-7,667	832,848	328,427	361,516	39.4	Home Mut., Ia.	140,096	34,088	184,952
846,374	389,737	463,725	46.0	Reliance, Pa.	-40,949	179,825	57,196	580,147	222,479	253,530	38.3	Implement Dirs., N.D.	97,339	15,151	-7,846
165,871	86,337	57,285	52.1	Reliance Marine	22,665	-3,021	8,691	1,954,300	872,023	690,099	44.6	Ind. Lumbermen Mut.	392,178	82,761	2,125
2,200,953	797,636	1,271,976	36.2	Resolute, Tex.	129,568	452,629	90,639	169,325	42,830	61,396	25.3	Ind. Retail Merch.	65,140	7,031	10,996
4,282	4,017	4,923	93.8	Resolute Fire, R. I.	-4,659		50,891	483,005	196,467	217,053	40.7	Iowa Mutual	71,186	4,776	10,767
2,680,830	1,478,610	1,067,755	55.2	Rhode Island	123,153	-94,199	921,492	246,836	104,401	115,303	42.3	Littitz Agri., Pa.	27,610	17,716	45,326
996,623	429,143	554,950	43.1	Richmond	14,861	150,788	16,614	196,006	71,533	75,423	36.5	Lowell Mut., Mass.	49,947	13,127	22,972
738,892	344,669	377,711	43.7	Rochester Amer.	65,783	259,636	205,419	1,317,610	646,175	408,556	49.0	Lumber Mut., Mass.	264,172	172,383	
90,542	51,860	52,359	57.3	Rocky Mountain	-12,473	21,811	-7,161	2,237,078	898,141	902,116	40.0	Lumbermens, O.	435,385	110,817	50,000
2,484,131	1,295,393	1,402,893	48.3	Royal Exchange	-15,713	12,991	-140,345	172,713	62,366	68,320	36.1	Lynn Mut., Mass.	42,057	9,218	17,085
7,990,912	3,463,706	4,092,814	43.3	Royal	437,343	968,316	832,710	127,431	61,232	69,487	48.0	Mansfield Mut., O.	-3,563	-6,165	-14,829
522,906	238,104	269,040	45.5	Safeguard	15,649	53,901	61,624	172,840	50,827	68,510	30.0	Mfrs. & Merch., N. H.	52,457	32,003	32,339
559,151	228,039	537,066	40.0	St. Louis F. & M.	-207,015	8,408	-3,557	172,871	80,407	92,659	46.5	Merch. & Mfrs., O.	-1,494	16,552	9,418
11,737,546	5,515,588	5,508,149	47.0	St. Paul F. & M.	717,350	2,872,372	1,955,038	1,152,667	406,537	463,500	35.2	Merrimack Mut.	281,703	25,519	79,473
2,688,236	1,278,492	1,259,322	47.0	Scot. Un. & Natl.	53,112	332,350	95,285	2,147,022	896,804	1,036,459	41.8	Mich. Millers Mut.	214,066	211,331	8,267
1,331,618	548,888	547,631	38.2	Sea	283,398	49,009	757,704	664,152	239,429	254,662	38.1	Middlesex Mut., Mass.	170,068	34,658	73,033
788,656	407,324	449,437	51.6	Seaboard F. & M.	-62,770	40,859	30,997	1,615,002	636,418	644,111	39.4	Millers Mut., Ill.	337,040	108,075	44,407
276,278	123,141	141,164	46.4	Seaboard, Md.	8,340	33,839	42,179	555,857	207,219	250,080	37.3	Millers Mut., Pa.	95,675	51,105	2,728
664,582	224,837	388,317	33.8	Security, Inc.	51,179	-16,566	-1,929	1,044,200	396,900	407,360	39.0	Millers Mut., Tex.	238,133	64,119	20,662
8,964,349	1,869,002	2,034,458	47.1	Security, Conn.	47,588	925,940	160,820	1,865,206	704,528	839,815	37.8	Mill Owners, Ia.	37,866	81,098	-48,491
322,928	168,020	167,277	52.2	Security Natl.	-5,218	47,915	556	852,888	386,736	323,396	45.4	Minn. Farmers Mut.	107,952	39,080	147,032
64,695	20,508	26,299	31.7	Selected Risks	17,813	-132	7,181	1,757,514	1,669,618	1,332,218	25.1	Minn. Imp. Mut.	1,751,366	152,871	120,565



GLASS INSURANCE
A LOYALTY GROUP REPLACEMENT

Boarded up show windows
 have no sales promotion value!

LOYALTY GROUP offers its agents and brokers
 the broad COMPREHENSIVE GLASS POLICY
 plus ability to effect replacements promptly
 backed by over sixty-five years experience.



FIREMEN'S INSURANCE COMPANY OF NEWARK, NEW JERSEY
 The Girard Fire & Marine Insurance Company
 National-Ben Franklin Fire Insurance Company
 Pittsburgh Underwriters • Keystone Underwriters
 Milwaukee Mechanics' Insurance Company

The Concordia Fire Insurance Co. of Milwaukee
 Royal Plate Glass & General Ins. Co. of Canada
 The Metropolitan Casualty Ins. Co. of N. Y.
 Commercial Casualty Insurance Company

Western Department
 844 Rush St.
 Chicago, Illinois

Southwestern Dept.
 912 Commerce St.
 Dallas, Texas

Pacific Department
 220 Bush St.
 San Francisco, Calif.

HOME OFFICE
 10 Park Place
 Newark, New Jersey

Foreign Department
 111 John St.
 New York, New York

Canadian Departments
 461 Bay St., Toronto, Ontario
 404 West Hastings St., Vancouver, B. C.

FIRE • MARINE • CASUALTY • SURETY

Loyalty Group
 INSURANCE

Preview of New Educational Slide Films in Chicago

A preview of the new educational slide films which are being developed by the western department of the American of Newark was presented to the Critchell, Miller, Whitney & Barbour agency in Chicago by F. W. Doremus, western manager, and O. M. Spaid, in charge of the sales promotion and production department. This is the first time the pictures were shown accompanied by the loud speaker.

Mr. Spaid has been doing considerable experimenting in producing the new films and eventually it is expected to have field men present the films to individual agents upon whom they call. Mr. Spaid directed the production of the slide films, having a Rockford photographer take the pictures and the recordings were made at the local radio station.

The objective is to enable the agent to visualize the coverage and if it is deemed feasible after further experiment, the agents may be provided with slide film outfits to present the need for various coverages to prospects.

Emphasize Value of Surveys

Both of the completed films emphasize the need for analyses of personal property insurance. The first presented the idea in general, featuring the American's personal insurance analysis guide, and the second showed the use of its "risk detector" form.

In the first film the need for agents to get the facts in selling personal insurance is brought out by having an agent talk to a doctor about renewing his fire policies and about a burglary loss on which he was not covered. The doctor tells the agent that he carefully diagnoses every case before he operates and he doesn't see how the agent can possibly write insurance without first knowing the facts.

The agent then takes a fire loss check to a tailor who is displeased because the agent had not sold him rent insurance which only costs a trifle. The tailor brings out the need for accurate measurements in his work in creating customer good will.

Gratified Over Survey

The third customer upon whom the agent calls is gratified at the way the agent analyzed the insurance of his corporation, and so he decides to take advantage of the same plan in his personal insurance. With two complaints and one commendation the agent decides it pays to get the facts as intelligent buyers of insurance protection want tailor made coverage. All the points are brought out in dialogue which makes them interesting and easy to understand.

The film then shows how the agent can use the personal analysis guide and urges the idea of selling the analysis plan first, so that the prospect will cooperate by giving the agent his policies to check.

Urges Use of "Risk Detector"

The second film urges the use of the "risk detector," and capitalization on customer confidence. The film opens by showing a man with a renewal notice who questions the value of his insurance. Then it shows him talking to a policyholder who is very enthusiastic about the way his agent is handling his insurance. Another scene shows the agent, who has been recommended by the first man, using the risk detector in checking the dissatisfied man's insurance needs and presenting him with an accurate analysis of his coverage.

The risk detector form is a simple analysis. The prospect first estimates the loss which he can take care of himself, along with maximum possible losses he may experience which are compared with existing policies.

Both films held the audience closely.

New Jersey Fire Results in 1939

STOCK AND MUTUAL NEW JERSEY COMPANIES

	Premiums	Losses
American	\$ 950,853	\$ 223,456
Atlantic City	23,965	2,866
Camden	647,517	179,545
Central Union	13,661	4,188
Citizens	9,317	1,448
Eagle	49,028	35,952
Federal	229,952	226,955
Firemen's	1,198,927	305,849
Interstate	192,554	98,269
Natl. F. & M.	117,284	21,680
Newark	130,038	50,866
New Brunswick	189,410	53,053
N. J. Mfrs.	362,555	124,190
Selected Bns.	69,758	18,423
Standard, Trenton	189,542	56,066
Universal	437,947	119,473

OTHER STATE COMPANIES

	Premiums	Losses
Abington Mut.	\$ 974	\$ 303
Aetna	626,587	218,043
Agricultural	180,778	41,800
Albany	14,137	5,512
Allemania	14,137	5,512
Alliance, Pa.	204,699	138,230
Allied Am. Mut.	50,645	7,147
Allied, N. Y.	9,114	1,893
Allstate	27,135	7,372
Am. Alliance	51,520	18,127
Am. & Foreign	33,681	13,085
Am. Auto., Mo.	154,552	37,374
Am. Central	34,801	11,649
Am. Druggists	17,470	11,817
Am. Equitable	149,267	43,117
Am. Eagle	433,098	156,149
American, Texas	2,186	218
American Home	41,071	22,099
Amer. Mut., R. I.	48,958	2,773
Am. Reserve	124,457	64,282
Am. Union	26,615	9,162
Anchor, R. I.	16,965	4,859
Arkwright Mut.	140,977	11,140
Associated	175,730	56,869
Atlantic Mut.	398,849	130,639
Automobile	57,184	5,661
Auto. Mutual	107,185	25,293
Balto. American	146,336	51,150
Bankers & Shippers	21,868	16,379
Berkshire Mut.	6,768	1,679
Birmingham, Ala.	151,974	9,482
Blackstone Mut.	115,672	39,189
Boston	206,998	11,415
Boston Mfrs. Mut.	2,997	2,997
Bucks County	93,014	23,556
Buffalo	13,973	4,319
Caledonian-Amer.	28,181	2,692
California	213	348
Calvert, Pa.	15,370	4,414
Cambridge Mut.	6,634	379
Capital, Calif.	1,153	818
Carolina	49,755	14,991
Carolina Mut.	46,704	23,300
Central, Md.	9,331	2,959
Central Mfrs. Mut.	100,884	35,711
Church Properties	93,526	26,668
City of N. Y.	37,110	12,014
Columbia, Ohio	53,209	21,875
Columbia, N. Y.	23,990	9,633
Commerce	63,636	10,022
Coml. Un., N. Y.	76,698	12,299
Commonwealth	77,813	18,199
Concordia	629,381	195,650
Connecticut	39,627	2,205
Cot. & Wool, Mfr. M.	11,922	4,463
County, Phila.	622	8,088
Dearborn	22,226	24,061
Detroit F. & M.	185,575	59,795
Dixie	14,239	5,613
Dubuque F. & M.	12,773	3,536
Eagle, N. Y.	59,499	10,781
East & West	80,577	2,999
Empire State	48,958	2,774
Employers Fire	36,619	14,976
Enterprise Mut.	42,380	27,065
Equitable F. & M.	28,585	11,096
Eureka-Security	46,501	3,238
Excelsior	13,739	1,379
Fall Riv. Mfrs. Mut.	8,721	6,778
Farmers, Pa. (Mut.)	37,065	13,208
Federal Mut.	110,697	28,780
F. & G. Fire	540,077	176,729
Fidelity-Phenix	342,850	97,428
Fire Assn.	12,793	5,492
Fire Mut., Easton, Pa.	512,727	197,193
Fireman's Fund	1,818	1,344
Firemen's, D. C.	154,372	11,718
Firemen's Mut.	32,094	35,477
First American	442	2,920
First Natl. Seattle	378,588	85,862
Fitchburg Mut.	19,591	5,906
Franklin	10,581	427,781
Franklin Natl.	135,117	53,311
Fulton	2,880	482
General Exchange	15,502	8,746
General, Seattle	199,360	65,182
General Schuyler	7,799	2,466
Georgia Home	252,554	63,954
Gibraltar F. & M.	47,606	10,719
Glen Cove Mut.	78,676	31,265
Globe & Republic	20,633	2,721
Globe & Rutgers	347,342	113,017
Globe Dealers Mut.	26,378	6,057
Granite State	26,378	5,109
Great Amer.	140,929	25,602
Gulf, Texas	93,075	37,162
Hamilton	799,390	203,815
Hannover	9,818	960
Hdware, Dirs. M. Wis.	1,783,098	623,752
Hdware Mut., Minn.	114,340	30,912
Hartford	6,592	4,898
Holyoke Mut.	10,564	2,865
Home	33,216	1,579
Home F. & M.	16,787	4,554
Homeland		
Homestead		
Hope Mutual		
Imperial		

	Premiums	Losses
Indiana Lbrm. Mut.	57,301	18,847
Industrial Mut.	19,814	1,102
North America	948,772	360,891
State of Pa.	91,047	41,265
International	62,701	23,411
Inter-Ocean	89,787	37,240
Jersey of N. Y.	180,111	104,891
Keystone Auto.	21,986	4,104
Kuickerbocker	15,101	4,526
Lumber Mut., Mass.	13,658	14,084
Lumbermen's, Pa.	62,999	58,902
Lumbermns. Mut.	47,488	18,856
Manhattan F. & M.	34,979	10,537
Mansfield Mut.	2,568	205
Mfrs., Pa.	38,611	14,101
Mfrs. Mut., R. I.	81,596	4,622
Maryland	15,525	4,569
Mass. F. & M.	11,922	4,463
Mechanics Mut.	48,958	2,774
Mech. & Traders	42,447	12,797
Mercantile	65,561	14,073
Merchants, N. Y.	341,179	104,443
Merchants, Colo.	12,404	8,906
Merch. & Mfrs., N. Y.	116,192	42,668
Mercury	29,939	7,742
Merrimack Mut.	40,077	14,036
Metropolitan Re.	35,397	42,201
Mich. F. & M.	31,794	8,736
Mich. Millers Mut.	41,681	10,561
Mill Own, M. Chgo.	1,240	6,645
Mill Own Mut. Ia.	29,108	6,645
Millers Mut., Ill.	17,944	6,661
Millers Mut., Pa.	12,734	1,468
Millers Mut., Tex.	16,494	3,125
Millers Natl. Chgo.	63,697	20,811
Milwaukee Mech.	81,039	27,561
Minn. Impl. Mut.	18,700	29,094
Monarch	36,382	16,291
Mr. Beacon	20,794	484
Mutual of Chester		
County, Pa.	32,185	12,554
Natl.-Ben Franklin	185,118	65,182
National	571,400	172,262
Natl. Grange	2,763	167
Natl. Liberty	581,108	115,911
Natl. Reserve	70,187	20,445
Natl. Retailers Mut.	85,992	30,383
Natl. Security	32,108	6,364
Natl. Union	184,248	45,878
New England	7,949	2,184
New Hampshire	18,014	21,840
New York Fire	37,751	8,820
N. Y. Underwriters	26,502	4,898
Niagara	483,093	148,562
Northeastern, Htfd.	53,745	32,288
Northern, N. Y.	37,712	108,177
North River	284,038	59,198
North Star	109,226	61,548
Northwest, F. & M.	12,289	2,216
Northwest Mut.	51,619	12,348
Northwest Natl.	29,091	8,426
Occidental	13,379	3,842
Ohio Farmers	51,116	11,012
Ohio Hdwr. Mut.	7,245	3,651
Ohio Mut.	2,174	—294
Ohio Und. Mut.	8,774	—287
Old Colony	41,774	16,574
Orient	35,230	16,352
Pacific	244,740	117,773
Pacific Natl.	122,156	26,124
Patriotic	18,326	9,634
Paul Revere	9,053	45,165
Pawtucket Mut.	24,244	8,109
Pennsylvania	144,819	32,674
Pa. Lumber Mut.	91,170	33,614
Pa. Millers Mut.	27,306	6,145
Philadelphia F. & M.	135,240	38,720
Phila. Mfrs. Mut.	62,474	2,807
Philadelphia Natl.	11,556	359
Phoenix, Conn.	194,518	58,601
Piedmont	39,594	12,273
Pilot Re.	15,386	7,828
Potomac	158,241	56,767
Preferred Mut.	4,710	758
Protection Mut.	1,860	1,860
Prov. Washington	170,336	66,491
Provident	9,610	4,169
Prudential	131,087	70,167
Quaker City	13,113	6,130
Queen	356,726	131,702
Quincy Mut.	10,362	5,472
Reins. Corp., N. Y.	6,585	2,728
Reliance, Pa.	45,332	16,157
Republic, Texas	38,420	13,121
Reserve, N. Y.	293	32,309
Rhode Island	80,109	4,622
Rhode Island Mut.	81,596	3,233
Richmond	42,449	8,088
Rochester Amer.	22,226	2,205
Rubber Mfrs. Mut.	39,627	1,496
Safeguard, N. Y.	6,622	7,783
Seaboard F. & M.	26,338	4,414
Seaboard, Md.	15,365	22,127
Security, Conn.	70,591	2,184
Sentinel	7,949	7,292
Service	66,022	270,253
Springfield	3,081	907
St. Louis F. & M.	171,036	47,890
St. Paul F. & M.	70,955	27,347
Standard, Conn.	112,125	36,018
Standard, N. Y.	119,797	39,606
Star	97,915	5,547
State Mutual	404	929
Stuyvesant	6,403	3,048
Sun Und.	19,591	5,906
Transcontinental	3,409	596
Transportation	442,117	120,791
Travelers Fire	6,688	487
Twin City	35,194	9,728
Union Mutual	30,950	10,779
United Firemen's	217,334	56,380
United Mutual	508,983	152,504
U. S. Fire	46,854	25,723
Virginia F. & M.	29,988	1,911
Washington	188,556	53,028
Westchester	2,831	186
Western, Kans.	13,118	909
Western Millers Mut.	33,216	1,579
What Cheer Mut.	46,501	3,358
Worcester Mfrs. Mut.	18,434	9,762
Workm. Mut., N. Y.	39,070	13,886
World F. & M.	3,886	1,996
Zurich		

N. Y. "Favored" Broker Bill Is Signed

Governor Lehman of New York has signed the so-called favored broker bill and this is expected to cause a tremendous shift in the placing of business in the state. The bill prohibits banks, insurance companies or any other institutional mortgagee from acquiring, as a condition precedent to making a mortgage, that the borrower negotiate any insurance policy through a particular agent or broker. The law states that the mortgagee's right to approve or disapprove the insurer that is selected by the borrower is not impaired. Many institutional mortgagees have in the past directed business that they controlled to a particular agent or broker, usually one who has the facilities and could handle the work with a minimum of trouble to the lender.

At the instance, it is understood, of the brokers associations of New York City, Chairman Piper of the New York assembly insurance committee has introduced a bill to require that company organizations, associations and bureaus give to licensed brokers the opportunity to consider any changes in rules affecting them before the changes are adopted. It is understood that the New York State Association of Local Agents will sponsor a companion measure giving active agents the same privilege. The bill provides that no organization, association or bureau of insurers shall adopt, maintain or enforce any rule directly affecting licensed brokers unless the rules are reasonable and unless opportunity for full consideration of any new rules directly affecting brokers shall have first been accorded to brokers' associations in the state, which shall have registered with the insurance superintendent. The determination of the reasonableness of the rules upon appeal shall rest with the superintendent.

\$15 Deductible Not Retroactive

Under the Illinois Householders Personal Property Floater Bureau rules the new \$15 deductible cannot be made retroactive. The only way that assured may take advantage of the \$15 deductible is to have their policies canceled short rate and rewritten under the new form. This cannot be accomplished by endorsement of the old policy.

FOREIGN COMPANIES

	Premiums	Losses
Alliance	\$ 84,678	\$ 31,850
Atlas	76,312	29,401
Baltica	61,453	21,999
British America	6,280	562
British & Foreign	2,092	72
Caledonian	32,764	21,728
Century	96,380	37,860
Christiania Gen.	80,216	39,408
Coml. Union, Eng.	105,380	36,354
Eagle Star	72,424	30,210
Fr. Un. & Univ.	18,140	10,722
General, France	112,092	48,100
General, Italy	25,924	18,835
Halifax	2,910	1,222
Indem. Marine	96	135
Jupiter Genl.	7,565	16,705
Law Union & Rock.	55,534	12,267
L. & L. & G.	442,698	162,483
London Assur.	93,115	49,871
London & Lanc.	125,534	31,166
London & Scot.	12,073	2,080
Marine, Eng.	13,444	192
Netherlands	4,632	3,002

Faculty Selected for Illinois School

Top educators of the University of Illinois will join the Illinois Association of Insurance Agents in putting on the first annual insurance short course to be held in the university's college of commerce at Urbana, Ill., March 28-30. A number of leading faculty members outstanding in insurance and related subjects were appointed to handle the school.

H. H. Monier, chairman Champaign-Urbana committee, who is in charge of local arrangements, reported registrations were well over 100 and 500 registrants are anticipated in Urbana on the opening day of school.

Prof. F. G. Dickinson of the college of commerce, who helped to prepare the preliminary draft of the Illinois insurance code in 1934, and Wade Fetzer, Jr., chairman education and public relations committee Illinois association, are handling program arrangements. The university faculty members selected are:

Several Interesting Subjects

Thursday afternoon—A. J. Harno, dean college of law and provost, who performs many functions of a vice-president of the university, will extend greetings; evening—Alta Gwinn Saunders, professor of business English, department of business organization and operation, and a well known writer and speaker on writing business letters, has charge of courses in that subject. A. D. Huston, coach for the debating teams in addition to other duties, will lecture on principles of public speaking. He is a Democratic candidate for Congress from the Urbana district.

Friday morning—Prof. G. W. Goble, who teaches insurance and contract courses in the college of law and worked with Professor Dickinson in preparing the code draft, will lecture on the Illinois standard fire policy.

Topics the Second Day

Afternoon—Dr. H. W. Huegy, assistant professor of business organization and operation, will lecture on credits and collections, and marketing investments; evening—Prof. C. M. Thompson, dean college of commerce and business administration, "Some Current Economic Problems." He is president University of Illinois alumni association and the university foundation, and in point of service is the oldest dean on the campus. Prof. F. A. Russell, of business organization and operation, will discuss "Several Insurance Advertising Problems."

Saturday morning—P. M. Van Arsdell, associate in economics, "Analysis of Financial Statements." Professor Russell teaches advertising and salesmanship in the university and Dr. Van Arsdell corporation finance and investments.

Lyle H. Gift of Peoria, president Illinois association, will preside Thursday afternoon, Prof. M. H. Hunter, head department of economics, in the evening; Prof. H. T. Scovill, head department of business organization and operation, Friday morning; W. H. Jennings, Jr., board chairman Illinois association, in the afternoon; Mr. Fetzer Friday evening, and D. F. Giberson, Alton, executive vice-president Illinois association, Saturday morning.

Mutual Coverage Issue in Colorado Clarified

DENVER — Long-continued uncertainty as to the right of state subdivisions to buy mutual insurance was ended, at least temporarily, by the announcement of Attorney-general Rogers that he had cited to Commissioner Kavanaugh a hitherto little known opinion from his office holding that state subdivisions have this right providing the policies do not involve any obligations

beyond the amount of the premiums.

Herbert Fairall, chairman of a special committee of the Colorado Association of Insurance Agents, has not received a reply from the attorney-general to his request for an opinion.

The opinion cited was one written by Deputy Attorney-general Lowe last November addressed to Commissioner Kavanaugh, supporting an opinion in 1929 by the attorney-general's office holding a school district could not insure its property in a mutual fire company unless the policy provided for a definite cash premium and was expressly made non-assessable. The present opinion agrees with one written in 1932 which

reversed the 1929 opinion, but adds a new restriction that the policies should have a fixed contingent liability or be strictly non-assessable. Agents and field men of stock companies feel this restriction is an improvement, as it tends to place mutuals on a more fairly competitive level with stock companies and will discourage smaller school districts from insuring in county protective associations, a practice common in Colorado.

Pittsburgh Mayor Raps Fire Rates

BIRMINGHAM, ALA. — Assailing fire insurance rates in the United States as "too high," C. D. Scully, mayor of

Pittsburgh, in an address here urged southern members of the United States Conference of Mayors to join him in demanding a federal investigation of rate structures.

He charged that the rates are out of proportion to actual fire losses, declaring that in Pittsburgh, for example, "the average annual fire loss is only an approximate 10 to 15 percent of the amount paid out in premiums."

Wyoming Convention Sept. 6-7

The 1940 convention of the Wyoming Association of Insurance Agents will be held Sept. 6-7, at Casper.

Agricultural Insurance Company

of Watertown, N.Y.

ASSETS

Real Estate	\$ 353,134.88
Mortgages (1st Liens)	832,718.36
Bonds and Stocks	11,622,987.35
Loans on Collateral	15,032.17
Cash in Banks and Office . . .	1,193,168.29
Net Uncollected Premiums, not over 90 days	929,147.35
Other Admitted Assets	84,681.28
	<u>\$15,030,869.68</u>

LIABILITIES

Reserve for Unearned Premiums . . . \$	5,757,113.40
Reserve for Unpaid Losses	805,902.52
Dividend Declared and Unpaid	120,000.00
Other Reserves and Liabilities . .	340,802.76
Capital	\$3,000,000.00
Net Surplus	5,007,051.00
Surplus to Policyholders	8,007,051.00
	<u>\$15,030,869.68</u>

Securities carried at \$432,704.56 are deposited as required by law.

87th ANNUAL STATEMENT

As of December 31, 1939



Empire State Insurance Company

of Watertown, N.Y.

ASSETS

Bonds and Stocks	\$3,472,788.65
Cash in Banks and Office	303,923.33
Net Uncollected Premiums, not over 90 days	206,497.10
Other Admitted Assets	29,913.63
	<u>\$4,013,122.71</u>

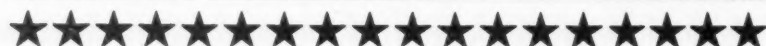
LIABILITIES

Reserve for Unearned Premiums . . . \$	1,195,728.03
Reserve for Unpaid Losses	185,662.93
Other Reserves and Liabilities . .	67,862.55
Capital	\$1,000,000.00
Net Surplus	1,563,869.20
Surplus to Policyholders	2,563,869.20
	<u>\$4,013,122.71</u>

Securities carried at \$284,443.24 are deposited as required by law.

12th ANNUAL STATEMENT

As of December 31, 1939



Little things count, too

Granting financial strength and integrity, the company that pays prompt, efficient attention to details makes its agents' business life smoother and more profitable.



PHILADELPHIA FIRE and MARINE INSURANCE COMPANY

HEAD OFFICE: 1600 Arch St., Philadelphia, Pa.

NEW YORK OFFICE: Central Fire Agency, Inc.
92 William Street, N. Y. C.

CHICAGO OFFICE: 209 West Jackson Boulevard

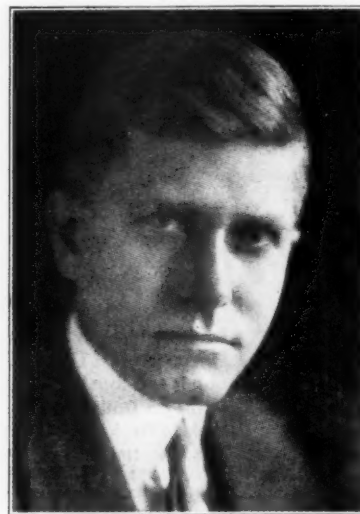
SAN FRANCISCO { Fire—425 Montgomery Street
OFFICES: { Marine—222 Sansome Street



NEWS OF THE COMPANIES

New F. & G. Fire Executive Officer

The duties of executive officer of Fidelity & Guaranty Fire have been transferred to Vice-president Harry F. Ogden following the death of Frank A. Gantert, who was president of F. & G.



HARRY F. OGDEN

Fire. The announcement was made by Chairman R. Howard Bland following a special meeting of the directors.

Mr. Ogden has been vice-president of F. & G. Fire since its organization and prior to that time was executive officer of Maryland Insurance Company. He has developed an extensive acquaintance in the business, as he has been regularly attending meetings, agency gatherings, etc., of his company and U. S. F. & G. throughout the country as well as many of the general insurance gatherings. Mr. Ogden is a genial and enthusiastic man and has the faculty of transmitting his enthusiasm to others.

National Marine Is Being Promoted

Interests associated with the National Surety have advertised their intention to form the National Marine of New York City, a fire and marine company. The notice shows the initial capital will be \$1,000,000. It specifies the kinds of business it will transact under its charter, being fire insurance, miscellaneous property, including coverages commonly grouped under the supplemental contract, and explosion of pressure vessels, water damage, collision, aircraft insurance, marine.

All the capital stock of the National Surety was purchased in 1936 by the Commercial Investment Trust.

President Cullen's Statement

The new company will have a surplus of \$1,000,000, which will be supplied by National Surety and the stock held entirely by it.

President Vincent Cullen, referring to the proposed new company, said: "In certain lines of our business there has been a distinct trend towards broader and more comprehensive forms of policies. This undoubtedly follows a demand on the part of the public. The National is a large writer of burglary premiums, and it is our purpose to equip our organization to write inland marine coverages as well. It is not contemplated at this time to write any fire, automobile or ocean marine lines."

"The present officers and directors of National Surety will occupy similar positions in the new company. Except for the addition of qualified inland marine

underwriters, the present personnel will handle the details incident to the writing of inland marine lines.

"In the organization of this running mate we are motivated entirely by a desire to furnish complete facilities to the agents of National Surety in the future handling of their business."

Central of Baltimore Celebrates 75th Year

To have organized in two meetings held on historical dates is one of the interesting phases of the 75th anniversary of the Central of Baltimore, which is being celebrated this month. The first organization meeting took place on Washington's Birthday, Feb. 22, 1865. The second meeting, definitely completing the organization, was held on March 4, 1865, the day that Abraham Lincoln was inaugurated for his second term.

On March 17, 1865, the offices were formally opened in modest quarters above a bank and the first policy was issued. A few weeks later there followed one of the most exciting periods in American history. The military and political structure of the Confederacy was swiftly crumbling.

With the return of peace the company's rapid growth made necessary larger quarters four years later; beginning that consistent steady expansion that culminated in its present limestone structure erected and occupied in 1928, on the southwest corner of Holliday Fayette Streets, harmonizing with the War Memorial Building, which it faces across Memorial Plaza.

In the great Baltimore fire of 1904, which swept away many square blocks of buildings in the heart of the business district, the structure housing the company offices was in the destroyed area. It was to be expected that the Central should sustain many losses in the conflagration, but it is significant of its strength that the approximately \$1,000,000 in losses were paid promptly and without discount, and without touching its capital or reserves.

Northeastern Makes Progress

In transmitting the annual statement of Northeastern of Hartford, President B. N. Carvalho declares that net premiums written increased by \$659,135 over 1938. The loss ratio on an incurred and earned basis was 52.2. There was a reduction of \$66,464 in expenses and the economy program is expected to bring about further improvement this year. Cash amounts to \$1,189,193. Real estate was written down by \$40,000 and the value of Northeastern's holdings in the Rossia International Corporation was written down by \$55,760.

The old German contracts, Mr. Carvalho said, have been settled and the management believes that it has no insurance liabilities in that country. Two treaties from the Amsterdam office are still in process of final liquidation, one of them involving possible losses during the war in Spain as to which no precise information has been received. Assets of Northeastern amount to \$5,239,976, premium reserve \$2,245,657, capital \$1,500,000 and net surplus \$927,483.

The affiliated Metropolitan Fire Reassurance has assets of \$3,029,332, premium reserve \$1,272,046, capital \$400,000 and net surplus \$1,120,114.

The Paramount Fire has been licensed in Nebraska.

Neslen Heads Zone 6

The National Association of Insurance Commissioners announces that C. C. Neslen of Utah, president, had been selected to succeed Hugh H. Earle of Oregon, as chairman of Zone No. 6. The selection was made at a recent meeting in San Francisco at which the entire membership was represented.

AS SEEN FROM CHICAGO

KEMPER GIVES ADDRESS

The Union League Club in Chicago announced the first showing in its city of the sound film, "Free Men Build a Nation" with an introductory address by James S. Kemper, president Lumbermen's Mutual Casualty, and head of a large mutual syndicate, Monday noon. Mr. Kemper is also vice-president and chairman of the mid-west council of the U. S. Chamber of Commerce. The meeting was sponsored by the Union League Club's "America Wake Up" crusade.

Mr. Kemper has announced his candidacy before the Republican primary election April 9, as delegate to the national Republican convention from the tenth congressional district. Mr. Kemper served in this capacity four years ago with great distinction. He has been a resident of the district for 30 years.

COOK COUNTY FIGURES

The Chicago "Journal of Commerce" gives the Cook county fire premiums for last year and some of the important groups, showing an increase of 4.3 percent. The 1939 premiums, however, were 5.3 percent less than those of 1937. The largest gain last year was made by the Royal-L. & L. & G. group with an increase of 20.4 percent. The Millers National made the second largest increase, its full year premiums being \$189,986 as compared with \$69,304 in 1938. During the last six months its premiums were \$97,816 as compared with \$29,990. The third largest gain was the America Fore group with 11.6 percent increase. The Home of New York was fourth with an increase of 7.1 percent. The Chicago "Journal" gives 18 groups showing an increase in 1939, gains in order of percentage gain as follows:

Group	1939 Vol.	Inc.	Pct. Inc.
Millers National....	189,986	120,682	174.1
St. Paul F. & M....	353,173	70,618	25.0
Royal-Liverpool ..	954,199	162,043	20.4
Fireman's Fund ...	313,607	39,815	14.5
Great American ...	324,709	39,827	14.0
Travelers	197,836	21,641	12.3
America Fore	1,097,193	114,153	11.6
National	477,870	44,287	10.2
London Assurance.	229,084	21,055	10.1
Northern Assurance	131,627	11,473	9.2
Fidelity & Guar....	164,362	16,389	9.1
Corroon & Reynolds	465,382	36,527	8.5
North America ...	649,157	50,627	8.4
Home	1,105,820	76,717	7.1
Automobile	319,865	9,304	3.1
Phoenix of Conn....	553,645	13,260	2.4
Sun	191,995	14,585	0.7
Fire Association ..	238,146	1,825	0.7

The Home of New York was first with premiums of \$1,105,820; America Fore, second, with \$1,097,193; Royal-L. & L. & G. third, \$954,190, and Firemen's of Newark group next with \$734,440. Other companies by groups showing the last six months and full year as follows:

	6 mos.	Year
National Ct.	\$245,329	\$477,870
Aetna Fire	189,647	442,526
Springfield F. & M....	239,721	431,766
St. Paul F. & M....	179,543	353,173
American, N. J....	210,830	530,357
Pearl	211,362	329,687
Great American	147,446	324,709
Automobile	166,199	319,865
Fireman's Fund	155,707	313,607
Commercial Union	139,919	278,365
Standard, N. Y....	144,950	271,783
Fire Association	116,136	238,146
Glens Falls	108,112	231,670
London Assurance	108,653	229,084
Travelers Fire	99,394	197,836
Sun, Eng.	101,235	191,995
Millers National	97,816	189,986
Fidelity & Guar....	78,906	164,362
Northern, England	49,836	131,627

SEAVERNS APPOINTS FOUR

G. A. Seaverns, treasurer Insurance Brokers Association of Illinois, has appointed four members to the Golf Day committee. They are: G. H. Anderson, sales; A. T. Graham, publicity; A. W. Ormiston, entertainment, and Joseph Schwartz, prizes.

LOAD FOR CHESLEY SPECIAL

The annual meeting of the Underwriters Laboratories is being held in Chicago, April 11. On the next day the H. W. Chesley special leaves Chi-

cago for White Sulphur Springs, W. Va., for the spring meeting of the Western Underwriters Association. Most of the eastern executives who will be in Chicago for the meeting of the Underwriters' Laboratories, it is expected, will engage space on the Chesley special and the usual number that makes the trip will be swelled considerably.

INSURANCE ACCOUNTANTS ELECT

W. C. Wigand, Conkling, Price & Webb, Chicago, was elected president

of the Chicago Insurance Accountants Association at the annual meeting. Other new officers are: Vice-presidents, W. H. Lloyd, Standard Accident, and R. T. Thompson, Aetna Fire; secretary-treasurer, J. S. Rolnick, Conkling, Price & Webb, and assistant secretary-treasurer, Miss Mabel Marsden Northern Assurance. The organization was formed in 1937 and meets the second Wednesday of each month.

STOCK COMPANIES RETAIN LINE

The trustees of the Maine Township high school which is located between Park Ridge and Des Plaines, Ill., the other evening voted to continue its

\$1,000,000 of fire and extended coverage with the stock companies. The spokesmen for the stock companies were H. E. Smith of the National Inspection Company and John T. Even, special agent for Fireman's Fund. They made a report that proved to be completely persuasive. The trustees during the past two or three months have been listening to proposals from mutual companies. Badger Mutual Fire submitted a proposition and at the meeting the other evening there were two representatives of the Kemper companies present.

S. M. Buck, western manager of the Great American, and Mrs. Buck, are spending a few weeks at Biloxi, Miss.



The next mile?

A folder that fits neatly into your sales plans...tells a convincing story...and fairly bristles with pictures of "hazards that happen." Agents and brokers representing companies of Fireman's Fund Group will profit by the use of this illustrated sales aid.

Fire • Automobile • Marine



Casualty • Fidelity • Surety

FIREMAN'S FUND GROUP
Fireman's Fund Insurance Company — Occidental Insurance Company
Home Fire & Marine Insurance Company
Fireman's Fund Indemnity Company — Occidental Indemnity Company

HEAD OFFICE • SAN FRANCISCO
 NEW YORK • CHICAGO • BOSTON • ATLANTA • LOS ANGELES

NEWS OF FIELD MEN

Royal New England Shifts Announced

BOSTON—Field & Cowles, New England managers of the Royal, have made several important appointments in the New England field, following the recent death of Fred M. Johnson and the appointment of J. L. Sandison as assistant New England manager.

George E. Swan, Jr., of Providence has been appointed special agent for southeastern Massachusetts to succeed Mr. Sandison. He was several years with the Associated Factory Mutuals in Providence and in 1923 went with Starkweather & Shepley, from which office he goes to the Royal. He is a well equipped adjuster and inspector and associate member of the Eastern Loss Executives Conference.

W. J. Parker has been named automobile special agent for New England. He is a graduate of Hamilton College, 1935, and has been with the General Exchange. He succeeds G. C. Neiley, who will devote his time to automobile underwriting.

Lincoln G. Elwell, western Massachusetts and Vermont special agent of the Royal, will come to Boston as special agent for the metropolitan district and Ralph T. Smith, now in the Boston field, will take up the work formerly handled by Mr. Elwell.

Home Adds C. L. Case and W. W. Foster to Indiana Staff

INDIANAPOLIS—Charles L. Case, marine special agent of the Home of New York at Columbus, O., has been transferred to Indiana to assume a similar position under supervision of State Agent Alwin E. Bulan. Mr. Case is a graduate of Hamilton College. After spending two years at the Home's home office, he was transferred to Ohio where he has served for four years.

W. W. Foster has been named engineer for the Home in Indiana with headquarters at Indianapolis. For the past 10 years Mr. Foster has been with the Indiana inspection bureau at Indianapolis and South Bend. He is a graduate of North Central College of Naperville, Ill., and has made an extended study of use and occupancy coverages. The latter might be regarded as a family tradition, since Mr. Foster is the son of W. S. Foster, retired assistant manager of the western department of the North America, who is author of "Consequential Coverages" and other books and articles on U&O.

Farewell Dinner for Daly

Bart J. Daly, Wisconsin state agent of Fidelity-Phenix and First American, who is leaving Milwaukee March 15 to join the western department office in Chicago, was honored at a farewell dinner given by friends and associates of the George H. Russell Co. agency and field men maintaining headquarters there. The guest of honor was presented with a wrist watch.

Al. P. Riedinger, state agent National Union, officiated for the field men, and C. J. Schwarten of the Russell agency for that office.

Mr. Daly is being succeeded in Wisconsin by Guy Ireland, who has been special agent in Illinois, who is transferred to Wisconsin as state agent for Fidelity-Phenix and First American.

New Commissioner Speaks

PORTLAND, ORE.—Commissioner Thompson of Oregon spoke to the Special Agents Association of the Pacific Northwest, Oregon division, here.

R. P. Barbour, U. S. manager of Northern of London, has returned from a trip to the Coast.

Smillie Associate in Chicago Office

A. B. Smillie of Indianapolis, manager of the Travelers Fire in Indiana, has been made associate manager in Chicago and Cook county owing to the fact that Manager A. M. Raymond has been given an indefinite leave of absence owing to ill health. Mr. Smillie is one of the outstanding field men in his state and is regarded as an authority on fire lines. He is especially competent in survey and program work. He has always been a student of the business from the time he started with the old Henry Clay Fire and his record has been enviable. T. J. Butler, assistant superintendent of agents, who has been in the central west for some time, arranged for the appointment and will induct Mr. Smillie into office this week.

Barger with Gulf in Indiana

C. W. Barger has been appointed special agent of the Gulf for Indiana. He is a graduate of Armour Institute, spent eight years in the Indianapolis office of the Indiana Inspection Bureau and since then has been with the Indianapolis office of Marsh & McLennan as engineer. He will handle both special agency and engineering duties with the Gulf. For several weeks he will travel with L. K. Giffin, Indiana state agent, getting acquainted with the agency plant.

Carolinas Blue Goose Meet

The spring meeting of the Carolinas Blue Goose was held at Sedgewick Inn, near Greensboro, N. C. The entire morning was devoted to an executive session, followed by a golf tournament for the men and a bridge tournament for the ladies. H. H. McKimmon, special agent Springfield, won the golf tournament and Mrs. Arthur Nelson had the highest bridge score. The banquet speaker was Ben S. McKeel, grand supervisor. The annual meeting will be held June 13-14 at the Ocean Forest Hotel, Myrtle Beach, S. C.

Dinner to Harrington and Aides

BOSTON—The Bay State Club, following its custom of last year, will entertain officials of the Massachusetts department at a dinner March 15. The guests will not be called upon for formal addresses but a special speaker will be provided. Department heads attending will be Commissioner Harrington, First Deputy E. S. Cogswell, Second Deputy T. H. O'Connell, Third Deputy J. S. O'Leary and Secretary W. V. Gormley.

Wisconsin Annual Meet June 13-14

MILWAUKEE—The annual meeting of the Wisconsin Fire Underwriters Association will be held at Lawsonia, Green Lake, Wis., June 13-14. W. H. Berry, state agent Continental, is chairman of the committee in charge of arrangements.

As usual, the Wisconsin Blue Goose plans to hold its annual meeting on the eve of the field club convention and at the same place. Plans are being made for a meeting and initiation June 12. R. A. Kenzel, welder, announced.

Plans for the annual meeting of the Bureau field men are still indefinite. C. P. Hall, Standard of N. J., is president of the Wisconsin Insurance Club.

Farewell Party for Hayden

A farewell party for J. G. Hayden was given in Oklahoma City by the Oklahoma Blue Goose, previous to his departure for Peoria, Ill., where he will cover northern Illinois as special agent for the Fidelity Phenix and First American. Mr. Hayden is past most loyal gander of the Oklahoma pond and is now an executive committeeman of the

Oklahoma Fire Underwriters Association. He is also editor of "Pond Ripples," publication of the Oklahoma pond.

Firemen's Field Conference

Eastern field representatives of the Firemen's group will be in session in Newark, March 18-20, discussing with head office representatives of both the associated fire and casualty companies, underwriting and general business conditions. Executive Vice-president W. B. Rearden will direct the different sessions, at which it is expected some 200 field men will be present.

St. Paul F. & M. Rally

Field men of the St. Paul Fire & Marine and the St. Paul-Mercury Indemnity from Oklahoma, Kansas, Colorado, Missouri, New Mexico and Arkansas attended the regional conference with home office executives at Excelsior Springs, Mo. Attending from the home office were A. B. Jackson, assistant to the president, who handled arrangements; C. A. Dossdall, secretary St. Paul Fire & Marine; M. D. Price, vice-president St. Paul-Mercury; H. T. Drake, Jr., secretary marine department St. Paul F. & M.; J. B. Carter, assistant secretary St. Paul-Mercury. The meeting was an informal discussion of company problems and plans. Most of the field men attended the R. D. Air dinner in Kansas City Monday night.

Home Plans Salt Lake Meeting

The Home of New York will hold a regional meeting in Salt Lake City March 18-19 for branch managers and field men from Oregon, Washington, Montana, Idaho, Utah, Colorado, New Mexico and Wyoming. Home office officials will assist in the program.

Dougherty in Eastern Pa.

T. F. Dougherty has been appointed special agent America Fore in northeastern Pennsylvania. He joined the companies in the engineering department in 1929 with headquarters at Wilkes-Barre.

Farrell Covering Only La.

Chester E. Farrell of New Orleans, special agent of the Security of New Haven in Louisiana and Arkansas, is now devoting his entire time to Louisiana, Arkansas having been turned over to Joseph Christ of Oklahoma City.

A. D. MacLean to Detroit

A. D. MacLean has been transferred from the Chicago office of Royal-Liverpool to Detroit to assist State Agent E. R. Hubbell. He has been in Chicago as special representative for the automobile department.

Bristol with Rhode Island

A. F. Bristol, who has been state agent for American in Philadelphia, Philadelphia suburban, Maryland and District of Columbia, has joined Rhode Island in the eastern portion of the middle department field. His headquarters will be at 343 Walnut street, Philadelphia. His first experience was with the Baltimore Association of Fire Underwriters. Later he went with the Baltimore agency of Baldwin & Frick and then was with National Fire for some time before joining American.

F. I. A. Holds Field Roundup

Field men of the Factory Association of Hartford from the New England, middle and southern states gathered at the home office this week for an annual conference. About 76 attended. The meeting was opened by J. K. Hooker, vice-president of Automobile, who is president of F.I.A. Six sessions were conducted during the day and there were two evening sessions. Inspection and engineering problems were treated. Detailed discussions were given covering electrical defects and hazards, dust explosion hazard with test demonstra-

R. D. Air Honored at Dinner in K. C.

KANSAS CITY—About 175 insurance men from Kansas City and the middle west honored R. D. Air, for 50 years in the service of America Fore companies, at a dinner here Monday night. The testimonial of friendship and association was one of the most impressive insurance men here had ever seen.

Responsible for the event were O. A. Ramseyer, Missouri state agent of the North America, and C. W. Bean, state agent America Fore in Kansas. Those attending included agents, field men, company officials, adjusters and others from Kansas City, Kansas, Missouri, Omaha, Chicago and elsewhere. Mr. Air was presented a radio and a desk thermos set.

Charles F. Thomas, manager of the Western Underwriters Association, was toastmaster at the dinner, assisted by Frank L. Britton of Corroon & Reynolds, Topeka, Kan. On the program following the dinner were W. G. Chestnut, Kansas City manager Western Adjustment; J. D. Updegraff, Royal, Topeka; Wilbur Gardner, National Fire, Topeka; Thomas H. Carlton, Queen, Kansas City; W. O. Woodsmall, Fire Association, Kansas City, and Mr. Air.

Among the other guests were W. R. Kirk, superintendent of agents North British & Mercantile, Chicago; Leslie C. Gray, president Millers National, Kansas City, and W. S. Whitford, executive vice-president Millers National, Chicago.

Telegrams of congratulation were received from company executives, field men and local agents.

The Kansas Fire Underwriters Association, in deference to Mr. Air, held its bi-monthly meeting in Kansas City March 12, rather than at Topeka as usual.

tions, flammable vapor hazards, lessons of 1938 hurricane and roof anchorage. Moving pictures were used to demonstrate many phases of the work.

At the meeting of the Ohio Stock Fire Insurance Speakers Association in Columbus Monday. K. J. Hoag, Fireman's Fund; T. A. MacLean, National Union, and J. D. Lecky, Jr., Royal Exchange, gave a symposium on competitive types of insurance. Speakers next week will be J. A. Neilan, Norwich Union, on following up town inspections, and C. R. Hartwell, Western Factory, "Boring from Within."

The Dallas Blue Goose met to discuss programs for the year.

The Ohio Fire Underwriters Association will hold its next meeting April 8 in Columbus.

Lincoln G. Elwell, special agent of the Royal for western New England, who has been transferred to Boston, was given a sendoff dinner at Springfield and presented a desk set and other testimonials.

The ladies' auxiliary of the North Dakota Blue Goose entertained their husbands at a dinner and bridge party in Fargo. About 50 attended. Herbert Nilles was master of ceremonies. Mrs. H. F. Norris was chairman of arrangements.

The Ohio Fire Prevention Association will inspect Lancaster, O., March 27. H. K. Rogers, Western Actuarial Bureau, will speak.

X. R. Royster, Jr., special agent in central and northern Illinois for Citizens, is now making his headquarters at Ottawa. He was previously located in Chicago.

F. O. Lewis, Colton, Cal., has completed 25 years service as a local agent for the Fidelity & Casualty. In recognition Special Agents Joseph Gelcher and G. M. Affleck, Los Angeles, were hosts at a dinner to Mr. Lewis and his staff. Mr. Lewis was presented a wrist watch.

Standard Policy Bill in N. Y. Has Small Chance in '40

NEW YORK — It is the general understanding that consideration of the companion bills before the two houses of the New York legislature providing for the adoption of a revised standard fire policy will have to go over for another year since legislators are anxious for an early adjournment.

With the chairman of the senate and of the assembly insurance committees as well as the insurance department committed to the new policy program, it is taken for granted the bills requiring such course will be enacted into law when the legislature meets in 1941.

Meantime various changes in the proposed contract are being considered. Provisions concerning which there is marked difference of opinion in the business include those relating to unoccupancy, the electrical hazard in residences, and the degree to which coverage of the fire loss resulting from steam boiler explosions should be granted. Conferences upon these and other provisions are under way and once agreement is reached, the policy will be amended before it is offered for approval by the legislature.

There is much uneasiness and feeling displayed by company executives and also by a number of local agents over the New York insurance department's effort to force the proposed new standard fire policy through. Many of the executives are very much opposed to the form, seeing in it features that they believe to be unsatisfactory and will tend to dispute. Superintendent Pink undoubtedly feels that all hands were given an ample opportunity to be heard and the objectors did not make themselves audible until the National Association of Insurance Commissioners had approved the revised form. Stock company representatives were few and far between at the hearings on the proposed standard form at the commissioners' meetings. The committee, therefore, felt that there was little opposition found.

A number of company executives now claim that a tactical and diplomatic blunder was made in not getting at the subject when it was first being presented. At every insurance commissioners' meeting during the last two years there has been a session of this committee. Usually when a hearing is given and objectors do not appear the commissioners naturally take it for granted that there will be no decided opposition.

An appeal has been made to the New York State Association of Insurance Agents to endeavor to stem the tide but a number of observers feel that it is too late to accomplish very much. A big fight will be put up by the stock organizations and many of the executives. There is much outspoken opposition to the measure which has become very vociferous in recent weeks.

It is a question whether the bill now before the New York legislature to adopt the revised policy will pass at this session in view of the opposition that has arisen from the National Board. It may seem advisable to reach some sort of a compromise so that a form will be devised acceptable to the various interests.

Variant of Extra Expense Cover

PORTLAND—The local office of Swett & Crawford is writing a new coverage called "expediting insurance," similar to extra expense or additional charges and expenses insurance, but less restricted. It covers the expense of reducing an indirect fire loss or expediting resumption of business. There is no average or coinsurance clause and any amount of insurance may be carried, up to a maximum of 25 percent of the amount of direct damage fire insurance. Liability is limited to 25 percent of the final adjusted direct damage fire loss.

and the direct damage fire rate is charged. The contract is claimed to be superior to additional charges and expenses insurance in that there is no minimum amount required and no average clause. W. A. Dunham of the Swett & Crawford office here is introducing it.

New York Exchange Elects

The New York Fire Insurance Exchange Wednesday elected A. R. Hanners, president; George F. Kern, vice-president; H. M. Hess, secretary-treasurer; for executive committee O. Tregaskis, Sun; A. J. Smith, Zweig, Smith & Co., and C. D. Sheffe, London Assurance.

Indict Barnett in Kansas City

KANSAS CITY—Paul V. Barnett, master in chancery for the federal court in the Missouri fire rate case both before and after the O'Malley-Pendergast revelations, has been indicted here by a county grand jury, on a charge of improperly influencing grand jurors. The charge grew out of the investigation last fall by another grand jury of A. L. Darby, city finance director, and his subsequent indictment on a charge of "embezzlement by an officer."

Following his indictment Mr. Barnett issued a statement in which he pointed

out that the grand jury last fall requested the assistance of Attorney-general McKittrick, and that McKittrick asked Barnett to assist him. Mr. Barnett was thoroughly familiar with the Missouri rate case, into some phases of which the grand jury inquired, and he is and has been the chairman of the legal committee of the Forward Kansas City Committee, a reform group.

A delegation of lawyers and prominent business and civic leaders accompanied Mr. Barnett to the courtroom Monday where he posted \$500 bond. He was granted until March 25 to enter a plea.

Thomas Pittsburgh Vice-president

W. Roy Thomas of Logue Bros., has been elected vice-president of the Pittsburgh Insurance Agents Association.

Mayle to Address Credit Men

SAN FRANCISCO—R. J. Mayle, vice-president Pacific National Fire and chairman of the speakers committee of the Pacific Coast insurance section of the National Association of Credit Men, will address the March 14 luncheon meeting of the Credit Managers Association of Central and Northern California on insurance phases and relationships. This is the first joint meeting

conducted by the insurance section on the coast.

Start Minnesota Inspection Drive

ST. PAUL—Beginning April 1, Minnesota will start an intensive fire inspection drive conducted by 12 deputy fire marshals, under the direction of Chief Deputy Leonard Lund. Every town and city will be inspected before the end of the year.

Mr. Lund has divided the state into 11 districts, each in charge of a resident deputy. He has also worked up an "arson map" by which he intends to keep a record on all questionable fires. At the end of the year the map will be photographed for a permanent record.

The annual statutory inspection of schools, motion picture houses and dry cleaning establishments has just been completed in St. Paul and Minneapolis and is now being conducted at Duluth.

A. J. Bidwell, inland marine manager London Assurance, traveled Illinois with J. Lewis Cassell, Illinois state agent, last week.

DeWitt Page, vice-president and director of General Motors, died last week in Florida. Mr. Page was a brother of Vice-president B. A. Page of Travelers.

SWISS REINSURANCE COMPANY

OF ZURICH, SWITZERLAND

United States Branch Financial Statement as of December 31, 1939 As made to the New York Insurance Department

ADMITTED ASSETS

Government and State Bonds	\$6,112,115.11
Railroad Bonds and Stocks	2,885,230.64
Miscellaneous Bonds & Stocks	2,011,242.54
Real Estate	261,235.80
Mortgage Loans on Real Estate	647,881.68
Premiums in course of collection (not over 90 days due)	169,840.32
Cash and Bank Balance	4,119,827.19
Interest Accrued	72,024.69
Other Assets	843.59

\$16,280,241.56

LIABILITIES

Reserve for Unearned Premiums	\$5,906,476.31
Reserve for Unpaid Losses	769,187.32
Reserve for Depreciation of Real Estate & Mortgage Loans	150,000.00
Reserve for all other Liabilities	321,800.00
General Voluntary Reserve	4,132,777.93
Statutory Deposit	\$ 400,000.
Surplus over all Liabilities	4,600,000.

SURPLUS to Policyholders. 5,000,000.00

\$16,280,241.56

On the basis of December 31st, 1939 Market Quotations for all Bonds and Stocks Owned

This Company's Total Admitted Assets would be increased to **\$16,708,715.40**

And Surplus to Policyholders **5,428,473.84**

Securities carried at \$520,399.92 in above Statement are deposited as required by law.

FIRE REINSURANCE

RODNEY DAVIS, United States Manager

250 Park Avenue, New York

N. J. Adopts California Approach to Agent, Company Relations

(CONTINUED FROM PAGE 3)

"Recognizing The New Jersey Association of Underwriters as the representative group of agents in New Jersey, this Insurance Company of does hereby voluntarily give to them this pledge to adhere to the following in the appointment or maintenance of agents in New Jersey:

Seven Points Are Set Forth

"1. This company will appoint only those who, by their intelligence, training and character, are persons suitable to represent the company and serve the public properly.

"2. They must be at the time, or within six months following appointment, actively engaged locally in the agency business as their principal vocation, or in conjunction with a real estate agency, or (with the approval of joint committee on agency qualification), some other strictly local and coordinate line of business.

"3. Such agency, to be eligible for appointment, must maintain in New Jersey, an adequately equipped agency office in which all of its fire insurance records are kept and in which all of its

fire insurance clerical operations are performed, including preparing, writing, and countersigning of policies, except that (a) an agency, now in operation, and not maintaining such office, shall be eligible for continuation, but not for appointment, if paid or allowed commissions at rates 5 percent of the premium less than the commission paid or allowed to agents maintaining such offices, and, except (b) so-called survey agents shall be eligible for continuation, but not for appointment, and except that a discontinued survey agency may be replaced by appointment of another such in the same community.

"4. No appointment shall be made of any one whose principal business is that of an insurance broker, or who is an employee of an insurance broker, or who is connected with a brokerage office either directly or indirectly, or who is an employee of an insurance company.

Separation Feature Included

"5. This company will refrain from appointing as agent or renewing the agency appointment of any individual, firm, or corporation, which represents,

as agent, any company that does not subscribe to this pledge.

"6. This company will not maintain any agency which does not meet the conditions of this pledge.

"7. We agree to submit to a committee, which shall be designated the joint committee on agency qualification and composed of three representatives of the New Jersey Association of Underwriters, and three representatives of stock fire insurance company interests, for their consideration, any appointment which does not seem to be in strict conformance with this pledge, and we will abide by their decision.

"They shall select a seventh person who shall sit with the committee without vote, except in the event of a tie. A majority vote shall be final."

To Submit Pledge Promptly

The pledge will be submitted to all companies operating in the state—both stock and non-stock—and their signatories invited. The feeling is that a reasonably early effective date can be fixed.

L. E. Falls, vice-president of American and chairman of the companies' conference committee, declared that unless modified, enforcement of Section 5 would result in the loss of a considerable number of association members. He stated that the pledge rests primarily upon the good faith of the signers. The first consideration, he added, must be the public interest. Every feature of the agreement, he said, would cost the companies something, a penalty that always attaches to reform. He suggested an amendment, obligating agents to decline representation of any company not in sympathy with the agreement. Responsibility of the agents to cooperate with the companies that promised support to them was recognized in a resolution that was adopted. It was pointed out that such obligation could not be inserted in the company agreement, which is a unilateral document. Assurance was given that a supporting resolution would be drafted by the conference committee for submission at a special meeting of the agents association to be held as early as possible.

Holmes Reviews Origin

As chairman of the agents conference committee H. Donald Holmes stated the agreement had its inception 18 months ago. It was given impetus because of the success achieved by the Bergen county program. Mr. Holmes said the committee recognized that the Bergen county pledge would have to be revised to operate state-wide.

Joint conferences were held with the company executives from time to time, and five successive drafts of agreement prepared before the present form was determined upon.

Mr. Gough announced that his department is on the trail of several Pennsylvania companies writing auto finance business in New Jersey in an alleged illegal manner.

An Information Please Quiz proved to be a most popular convention feature.

Questions offered from the floor, were referred to a group of specialists from fire and casualty ranks. Later a series of questions in printed form were distributed and the members were allowed 20 minutes within which to mark the answers.

Annual Meet at Atlantic City

The annual meeting, it was decided, will be held at Atlantic City early in September at a date that will not conflict with the annual convention of the National Association.

Companies maintaining open house included American, Firemen's, Home, London, Maryland Casualty, National Surety, Pacific Fire and the Standard Surety & Casualty.

An interesting incident at the first session, was the presentation to the as-

sociation of a silk American flag by W. A. Bell, state agent of Aetna Fire.

While the subjects considered at the various sessions in the main related to fire insurance, casualty interests had a spokesman in J. C. Brodsky, secretary of Fidelity & Casualty. At a breakfast forum he suggested the opportunities for writing fidelity business just now, in view of the broadened contracts and the rate reductions upon many forms. About 130 attended that session.

W. D. O'Gorman Is Heard

Holding that a sharp line should be drawn between companies that maintain branch offices and those that operate upon a strictly agency basis, W. D. O'Gorman of Newark, president of the National Association of Casualty & Surety Agents, speaking at the banquet, also maintained that the agent "should make up his mind to be a strictly stock agent in the truest and best sense of that term, or else he is to be a broker of this, that, or the other variety."

Two measures now before the legislature, it was reported, are of special concern to agents. One relates to the licensing of agents of domestic as well as of non-state companies. The other calls for compulsory automobile liability insurance.

Governor A. Harry Moore was the speaker at a luncheon gathering. He spoke in a pleasant vein. Roy A. Dufus, secretary of the James Johnston agency, Rochester, N. Y., and a member of the educational committee of the National association, made an extended talk upon the methods employed by his office in keeping posted as to the needs of their clients, and in seeking avenues for new business. His suggestions were contained in a series of pointers in printed form, which were distributed.

Illness prevented the presence of T. W. Bethea, counsel of the New Orleans Insurance Exchange, who was to have spoken on the "American Profit System or Cooperatives, Which?"

The rules in the revised edition of the rate book were explained in detail by Leon A. Watson, expert of the Schedule Rating Office.

The feature of the banquet and reception tendered by the association to Sidney O. Smith, was the address of the honor guest.

With 785 present the meeting was the best attended of any in its history.

SIDNEY O. SMITH

Sidney O. Smith of Gainesville, Ga., president National Association of Insurance Agents, in his talk before the New Jersey agents, said insurance has not escaped the imperfections and penalties of its personnel of "self-made men" so generally handicapped by wilful lack of training. Self taught, the trial and error method is being discarded, he said. Those who carry on in the future, in his opinion, will be eager for knowledge and training and those who expect to lead dare not attempt it without this equipment. New Jersey is a proving ground in this direction through its university course. In Florida, a remarkable extension course is in operation. In other states these insurance educational courses are being promoted.

Education is the Answer

Mr. Smith said, "Agents and companies are well justified in the present feeling that we are too much confronted with needless problems and useless differences and that our attempts to wipe out our own shortcomings by setting up rules, regulations, statutes and other devices do not treat with causes, whereas for my part I believe that education is the answer and here I take my stand. It is my magnificent obsession."

President Smith declared that the National association considers that it holds a mandate to set up a national plan of insurance education. He said that there is no royal road to learning but he ardently believes that a ration-

**SOUNDLY MANAGED
FINANCIALLY STRONG
CAPABLY STAFFED
QUICKLY ACCESSIBLE
PROGRESSIVELY
AGENCY-MINDED**

*... that's the
KANSAS CITY'S
"Sales Story" in a nutshell*

Morton T. Jones
PRESIDENT



**KANSAS CITY Fire and Marine
INSURANCE COMPANY**
KANSAS CITY, MISSOURI
CHICAGO OFFICE:
INSURANCE EXCH.

alized plan of insurance training, supported by true standards of education, constitute the main hope of reform and progress. The speaker declared that when any institution thinks of establishing an educational program it must start with the lower elementary layers and work as high as the present perspective permits. Speaking further, he said:

Tells of National Plan

"Omitting from our consideration such preliminary schoolings as may be necessary in the various states to secure a license, the short course school seems to represent the primary grade that should be encouraged and developed by the insurance industry. Certainly a central medium for securing experience and for making that experience available for all interested localities would be a helpful step, and one that would eliminate the inefficiency and waste of an isolated experiment." Speaking of the plan of the National Association of Insurance Agents to have an educational institution, he said:

"At the upper level of the program, as now contemplated, should be a body corresponding to the American College of Life Underwriters and existing for the same purpose—that of bringing full, university grade educational standards into the business and providing a means of recognizing and identifying high level scholastic attainment. Many problems must be ironed out before such a program would actually get under way, but these problems can best be settled after a nucleus of interested parties has been formed. To prevent the organization of 'diploma mills' which could wreck the proposed program, it is strongly recommended that a body be incorporated and certain degrees or designations registered in the 48 states and Canada.

"With this done, let us get together a small group representing the several insurance interests. Let a small working committee then settle the questions of eligibility, curriculum, finance and administration. This would settle any possible controversial issues, still providing for a degree of control of the ultimate plan by the agency interests, and at the same time enable some action to be started.

"It is our hope that preliminary steps above outlined may be completed and acted upon by the National Association at its next convention in April."

Thought Provoking Talk Given in Minnesota

(CONTINUED FROM PAGE 3)

good. In Mr. Fetzer's judgment no agent can ever provide this value fully if he deals in two different grades of insurance. That is, he must represent either quality insurance or price insurance only. If he chooses the former his name can become a trademark just as a trademark is worth something for the confidence it gives to the buyer.

The second value of an agent is that of salesman of the lines in which the risk is not obvious. There is really no sale involved, Mr. Fetzer said, in regular fire insurance or workmen's compensation. It does require, he continued, salesmanship to make the buyer conscious of the risk and importance of fidelity of employees, of boiler explosion, of use and occupancy, of products and contractual liability and the like. The man who vigorously sells these lines performs a valuable service, removing for the clients the danger of heavy loss from unsuspected hazards.

The third value and the one which should encompass all others, he said, is that of counsellor. The insurance business is a complex industry. The simple standard coverages rarely provide maximum or proper coverage for business. Very serious difficulties can come through trivial matters such as even the name of the assured. Lawyers, doctors and accountants have a value

which the layman recognizes and voluntarily pays for because they have devoted countless hours of highly specialized study and training in their profession. By following a similar procedure, Mr. Fetzer said, and in this way only can agents acquire a similarly acknowledged value that will make the buyer willing to pay the price, knowing that it contains a payment for counsellor's service only.

Small Is Nominated for Presidency of N. F. P. A.

Alvah Small, head of the Underwriters' Laboratories, has been nominated for the presidency of the National Fire Protection Association, which will meet May 8 at Atlantic City. Other nominees are: Vice-presidents David J. Price, department of agriculture, Washington, and R. E. Vernor, Western Actuarial Bureau, Chicago; secretary, H. T. Freeman, president Manufacturers Mutual Fire; chairman, A. T. Bell, Atlantic City. Directors, three years: H. T. Cartledge, assistant U. S. manager Royal-Liverpool; W. J. Scott, Ontario fire marshal; W. E. Mallalieu, general manager National Board; H. L. Miner, Wilmington, Del.; and C. C. Johnson, New York; two years, Leon A. Watson, New Jersey Schedule Rating Board.

The nominating committee consisted of P. W. Terry, chairman; A. S. Dickinson, New York, and F. T. Moses, Providence.

Great Lakes Pool Elects

NEW YORK—All officers of the Great Lakes Underwriting Syndicate were reelected at the annual meeting in New York. Chairman is J. T. Byrne, Universal; vice-chairman, G. B. Oxford, American; underwriter, D. C. Anderson; secretary, E. W. Schuler. The office of assistant secretary was created and S. H. Livingston was named to fill it.

STOCKS

By H. W. Cornelius, Bacon, Whipple & Co., 135 So. La Salle St., Chicago, at close of business March 11, 1940.

	Par	Div.	Bid	Asked
Aetna Cas.	10	5.00*	125	128
Aetna Fire	10	1.80*	51	53
Aetna Life	10	1.40*	32	34
Agricultural	25	3.25*	77	81
Amer. Alliance..	10	1.20*	24	26
Amer. Equitable	5	1.00	20	21 1/2
Amer. Home	10	...	7 1/2	8 1/2
Amer. (N. J.)...	3.50	...	13 3/4	14 3/4
Amer. Surety ...	25	2.50	48 1/2	50
Automobile	10	1.40*	35	37
Balt. Amer.	2.50	.40*	7 1/2	8 3/4
Bankers & Ship.	25	5.00	103	106
Boston	100	21.00	625	645
Camden Fire ..	5	1.00	21	22 1/2
Carolina	10	1.30	30	32
Contl. Cas.	5	1.50*	36 3/4	37 3/4
Contl. N. Y.	2.50	2.00*	40	41
Employers Reins.	10	1.60	52	54
Fidelity-Phen. .	2.50	2.00*	40	41
Fire Assn.	10	2.50	68	70
Firemen's (N.J.)	5	...	9 1/2	10 1/2
Franklin Fire..	5	1.40*	32	34
Gen. Reinsur. .	5	2.00	44	46
Georgia Home..	10	1.20*	27	29
Glens Falls ...	5	1.60	44	46
Globe & Repub.	5	.50	10	11 1/2
Gt. Amer. Fire..	5	1.20*	27 3/4	29
Gt. Amer. Ind..	1	.20	11	13
Halifax	10	1.00*	16	17
Hanover Fire ..	10	1.20	27 1/2	29
Hartford Fire..	10	2.50*	84	86
Hartford S. Boil.	10	1.60	62	65
Home Fire Sec.	10	...	1 1/2	2
Home (N. Y.)...	5	1.60*	33	34 1/2
Home Indem.	3	...	14	16
Ins. Co. of N. A.	10	2.50*	71	73
Maryland Cas. .	1	...	2 1/4	2 3/4
Mass. Bonding.	12.50	3.50	68	70
Mer. Com. (N.Y.)	5	1.70*	49	51
Natl. Cas.	10	1.00	28	30
Natl. Fire	10	2.00	60	62
Natl. Liberty... 2	.40*	...	7 1/2	8 1/2
New Am. Cas. ...	2	.75	15	16
New Hampshire	10	1.80	48	50
Northern (N.Y.)	12.50	5.00*	102	105
North River ...	2.50	1.20*	25 1/2	27
N. W. Natl.	25	5.00	126	132
Ohio Cas.	5	1.00	38	40
Phoenix, Conn.	10	3.00*	82	84
Preferred Accl. .	5	1.00	16	17
Prov. Wash. ...	10	1.40*	35	36 1/2
St. Paul F. & M.	62.50	3.00	240	246
Security, Conn.	10	1.40	35	37
Sprgfd. F. & M.	25	4.75*	122	125
Travelers	100	16.00	455	470
U. S. Fire.	4	2.00	51	53
U. S. F. & G. ...	2	1.00	23	24 1/2

*Includes extra. **Canadian funds.

WANT TO CUT 15% TO 20% OFF YOUR TELEGRAPH BILL?

HAVE POSTAL TELEGRAPH MAKE THIS REVEALING CHECK OF YOUR COMMUNICATION FILES—FREE!

THERE'S plenty of useless waste in the set-ups of many telegram users. Postal Telegraph discovered this—and is daily stopping it—with a new, free communications-file survey.

Its worth to you—in cash and increased efficiency—can be proved swiftly.

A Postal Telegraph expert carefully checks your telegram file for waste. Then—to stop waste—he explains special Postal Telegraph rates and services—and leaves an easy-to-follow plan for making best use of them.

How much will this save you? Have Postal Telegraph survey your files and find out! Sign the Collect Telegram below—and call Postal Telegraph to pick it up—right now!

Postal Telegraph

SEND THIS COLLECT TELEGRAM NOW!

J. J. O'DONNELL

POSTAL TELEGRAPH

253 BROADWAY, NEW YORK CITY

SEND DETAILS FREE ANALYTICAL FILE SURVEY. THIS INVOLVES NO OBLIGATION MY PART.

NAME

COMPANY

ADDRESS

Assessment Feature Small Protection

(CONTINUED FROM PAGE 5)

the superintendent, "you may be interested to know that foreign fire mutuals write premiums aggregating approximately \$7,500,000 in our state each year whereas domestic fire mutuals write a little over \$250,000. Our domestic cooperatives, which are similar to mutuals, write approximately \$5,000,000. But even including the cooperatives, foreign mutuals write more business than do our domestic mutual companies. This is also true of stock fire companies. The domestic companies write some 25½ million dollars and the foreign stock companies about a million more than this. Companies of other nations, principally British and Canadian, write about \$11,000,000 in premiums each year in our state."

Centralizing Authority

Mr. Pink deplored the increasing tendency to centralize authority in the federal government, and urged closer and better reciprocal relations between the states in insurance matters, saying: "The movement for closer cooperation,

state compacts and uniform state laws, was never so strong as it is today and was never so much needed in order to prevent friction between states and further centralization of power in the national government.

"Because the federal government has had to take on larger powers, it should not take over all interstate functions," he said. "It should do only those things which it can do better than the villages, counties, cities and states.

Warns Against State Barriers

Mr. Pink warned against states setting up barriers against each other. "We must not selfishly seek to promote the interests of our own citizens as against those of other states," he said. "We must not seek unfair discrimination in employment, taxation or in the rights or privileges of doing business. We should not go back to the middle ages and build local toll-gates at the entrances to cities or states.

"Where common action is required it is not always necessary to center power in the federal government. A great deal can be accomplished through closer cooperation between the states. The movement for closer cooperation, state compacts and uniform state laws, was never so strong as it is today and was never so much needed in order to pre-

vent friction between states and further centralization of power in the national government. In making laws upon insurance state legislators must realize that they are legislating not only for the residents of their respective states but pretty generally for the people of the United States and, to some extent, the citizens of Canada. Laws affecting insurance and other large interstate financial transactions must not only be as fair to residents of other states as to their own but there should be as much uniformity as possible in essential matter.

"The adoption of a new and modernized code of laws by Illinois, Indiana, New York and some of the other states points in the direction of a uniform code to be adopted throughout the United States. This does not mean that there must or should be dead uniformity in every particular. On the contrary, local conditions differ in many of the states, requiring special consideration and a variety of statutes. By uniform code I mean uniformity in the important and essential things such as requirements for solvency, coverages, taxation, examination of companies, policy forms and accounting methods. The fact that there are 48 different states permits experimentation in new lines here and there without involving the entire country. This combination of uniformity in essential matters with opportunity for experiment makes it possible to secure countrywide efficiency of organization and supervision and at the same time test out new methods and new ideas without danger to the institution."

BENNETT ON "STATE BARRIERS"

W. H. Bennett, general counsel of the National Association of Insurance Agents, in the current edition of the "American Agency Bulletin" in an article on "State Barriers," asserts that it is unfair and illegal to class a resident agent law as coming within the purview of a state barrier in relation to interstate commerce, which insurance is not. Mr. Bennett cites the discussion to the effect that because of certain laws, the free flow of commerce between the states is being interrupted. Occasionally a critic contends that agency licensing and countersignature laws fall in the same category.

"It requires a pretty long stretch of the imagination to assume that salutary state insurance laws can be called trade barriers in the transaction of the insurance business," he asserted. The business has been successfully operated under the system of countersignature, according to Mr. Bennett, and "it will now require a good deal more than a mere desire on the part of free traders to change the whole system of state law in this country insofar as insurance is concerned."

Marine War Risk Changes

NEW YORK—Effective Wednesday, marine war risk rates on exports from this continent to Norway not south of Bergen by neutral flag vessels are reduced from 3 percent to 2 percent.

Hold Sales Meet in Minneapolis

Henry Stoll, manager inland marine department Millers National, Chicago, and Special Representative L. B. Minner are holding a sales meeting in Minneapolis this week for agents in that area. Also participating is Philippi & Dressel, Minneapolis general agency for Millers National.

HOLC Insurance Still Uncertain

WASHINGTON—Uncertainty continues to surround the future HOLC insurance policy, with no indications as yet as to what action the organization will take on the bids opened privately last month. Some 29 bids were filed but only 10 or 11 were sufficiently complete to warrant consideration by the special committee which has been studying the matter.

Since the cancellation of the HOLC's former agreements, new insurance has

Nebraska to Study Rates, Commissions on Fire Business

LINCOLN, NEB.—Insurance Director Smrha announces that he is laying the groundwork for a comprehensive study of the rates charged by fire insurance companies operating in this state, along with the commissions paid agents. This action is undertaken because of rate cutting that has been going on, especially in the larger cities, where large lines and attractive risks have brought about competitive conditions. The first step will be to require all companies to file with the department a copy of their schedules. These will be studied in connection with complaints of discriminations on file.

"The Nebraska statutes," said Mr. Smrha in a prepared statement, "do not clothe the department with rate-making power. They do, however, provide that rates shall be uniform as to classes of hazards. Obviously the department has no means of determining if rates charged are uniform unless companies have filed with the department the schedules of rates which govern their underwriting.

Can Pass on Uniformity

"While it is not within the province of the department to pass upon what rates should apply, the department does have the power to determine what rates should not apply in instances where rates are not uniform as contemplated by the statutes.

"In the making of such survey, the department will also make inquiry as to commissions of agents since commissions have a direct relation and bearing upon rates.

"The need for making such survey arises from an increasing number of complaints lodged against companies for violations of uniform rating as defined by the statutes. Such violation places an undue burden upon an assured who has not been favored with a rate less than that applicable to most risks."

been placed under binder with the associations which formerly handled the business under an interim arrangement put into effect when the agreement was abandoned Feb. 1.

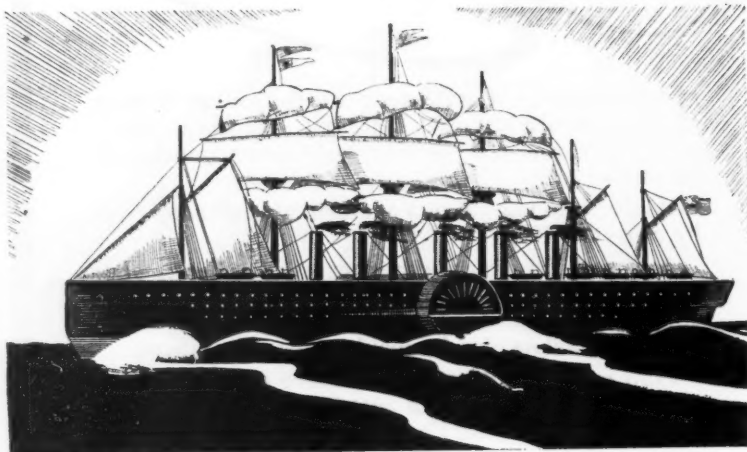
The corporation has 60 days in which to make a decision on the proposals. The committee is making a thorough analysis, but would give no indication when action could be expected.

Frederick Pier, resident secretary of the J. S. Kemper group of companies at Los Angeles, who has been ill for some time, died at his home Saturday, leaving a widow and one son, M. D. Pier, who is secretary of the Excess Underwriters in New York City.

Mr. Pier was a graduate of Harvard and following his graduation taught insurance for a time at the University of the City of New York. Later he joined the Royal and was sent to San Francisco at the time of the 1906 disaster to help settle the claims against the Royal. Following that he joined the Federal Mutual and on its being absorbed by the Kemper group went with that group, where he continued until the time of his death.

Vice-president H. G. Kemper of the home office at Chicago attended the funeral as did Pacific Coast Manager Chandler.

Charles Polakoff, head of the Charles Polakoff Agency in Buffalo for more than 30 years, died March 11 at his home there. He was 73 years old. Born in Russia, Mr. Polakoff went to Buffalo 55 years ago. He headed many of the Jewish fund campaigns and served on the board of directors of numerous Jewish organizations.



Ships that have made History

The "Great Eastern" was the giant of its time, 692 feet long, had a gross tonnage of 18,914 tons and was equipped not only with a screw propeller, but paddle wheels and six masts for sails. It was perhaps the most discussed steamship that has ever been built and the most historic failure. When she was launched in 1852, they feared the river was too narrow, so she was launched broadside on. She was checked on the ways too soon and stuck fast for three months. The company owning her went into liquidation and she was purchased for use on the North Atlantic, a service for which she was not designed and

was most unsuitable. She was an expensive failure except for the excellent work she did in laying the Atlantic cable.

With the inauguration of ocean travel, the need arose for broader forms of protection. Insurance on the boats and cargoes was not sufficient so tourist baggage and personal effects floaters came into being. Appleton & Cox, Inc. have been marine underwriters since 1872 and offer agents and brokers a complete line of ocean and inland marine insurance coverages.

Appleton & Cox

INCORPORATED

OCEAN AND INLAND MARINE UNDERWRITERS

111 JOHN STREET, NEW YORK CITY

Detroit Board to Have Executive Secretary

(CONTINUED FROM PAGE 4)

force such a rule. A reason should be created for interesting junior solicitors and office employees in the work of the association and determined efforts should be made to increase the membership."

Hildebrand Urges Plan

Waldo Hildebrand, executive secretary of the state association, outlined the opportunities for improvement in associational work through the engagement of a full-time executive secretary, outlining his accomplishments for the state association since that body appointed him. He stressed educational work, the B.D.O. program and the need for adequate public relations work, which can be done best by an executive secretary. Every active agent in the city should be a member of the association, he declared. He showed that the trend is definitely toward the executive secretary type of association management and pointed out that in Cleveland the association not only has an executive secretary but has provided him with several assistants.

E. B. Kelly, Kelly-Halla-Peacock agency; J. A. Grow, Homer Warren & Co.; W. B. Cary, Michigan Insurance Agency; W. A. Doyle, Doyle agency and state association president, and Edwin Karrer were among the prominent agents who spoke in favor of the executive secretary plan and pledged their support. George Carter, Detroit Insurance Agency, suggested that a sustaining fund might be set up to defray the added cost to the association so that dues would not have to be raised.

The directors are considering the qualifications of several men who have been suggested for the post of executive secretary.

President Marantette announced that one of the first meetings under the new setup will be a joint gathering with the Detroit Association of Credit Men April 16. Laurence E. Falls, vice-president American of Newark, will speak. Commissioner Emery is planning to attend.

Marine Problems of War in Europe Are Reviewed

(CONTINUED FROM PAGE 4)

doing a world-wide business. The problem after the outbreak of the war was whether the cargoes in the German vessels were covered. Procter & Gamble had cargoes on seven German vessels, two of which were about to enter the Panama canal. They scattered in all directions and their cargoes were eventually transhipped to other vessels after long and expensive delays.

Marine underwriters have interpreted "destination" as the place where the vessels put into port, not from warehouse to warehouse. Because of this interpretation, rates which were written at $\frac{1}{4}$ to $\frac{1}{2}$ percent jumped from 2 to 3 percent, creating a large additional outlay for insurance. The German boats usually anchored out in the harbor on account of heavy dock charges, which made the unloading, particularly of packaged goods, somewhat of a problem.

The marine underwriters advised Mr. Wiggers that he should treat the situation as if the company were carrying its own loss and dispose of the cargo to best advantage. This, he said, was a difficult problem.

The situation has cleared up somewhat now, Mr. Wiggers stated, and rates

POSITION WANTED

Young man, 31, with 13 years fire underwriting experience in Michigan, Ohio and West Virginia, desires change of employment. Has working knowledge of Dena Schedule. Would consider adding Auto or Casualty lines.
ADDRESS L-39, NATIONAL UNDERWRITER
175 W. Jackson Blvd.
Chicago

are now less than they were in October.

Mr. Cullen was introduced by W. A. Earls, president of the Ohio Association of Insurance Agents.

Ponder Effect of Two New Rule Changes in West

(CONTINUED FROM PAGE 4)

too expensive. To an even greater extent this will apply if any attempt is made to permit the form without alteration to be used on manufacturing risks.

Underwriters generally are disposed to accept any non-manufacturing business offered them under the gross earnings form, but they are not expecting much. The simplicity of the work sheet undoubtedly appeals to agents and their desire to extend it to other risks is understandable. It is the opinion of many underwriters, however, that the demand for extension of this form to non-manufacturing risks was a manufactured one and originated with agents rather than with assured. This was not the case when the gross earnings form was designed for mercantiles.

Extend Single State Form

The other recent major development in fire insurance in the middle west is the extension of single state reporting forms in several states to assured having only one location. Previously the merchandise and fixture form had been the only fluctuating contract for assured with single location. Many observers believe that extension of single state reporting forms to these risks will mean slow death for the merchandise and fixture form. There seems to be no move to abolish it, but the majority of insurance men prefer single state reporting forms, because of the comparative simplicity of their language and the fact that they specifically call for reports, instead of changing insurance by endorsements.

The merchandise and fixture form has never been popular with many home office underwriters. It originated with the Chicago Board and spread, after some changes, to other middle western jurisdictions. It served a useful purpose in providing fluctuating protection for assured with one location who needed it, but its language is unquestionably complicated and the endorsement method of changing amounts of insurance is regarded by many as merely a cumbersome method of reporting. Most companies handle business under the merchandise and fixture form through their regular departments, whereas single state reporting premiums frequently go through a general cover department, and to some extent this form may represent an attempt on the part of western managers to keep the premiums in their own departments.

Opposes Church Entrance Into Fire Insurance

With the consolidation of the Methodist Church organizations there have been several suggestions that the church give some consideration to a plan of cooperative fire insurance. One of the recent developments in this regard was an editorial in the "Florida Christian Advocate" by Editor R. P. Marshall.

Exception was taken by Mitchell Stallings, president of the Florida Insurance Agents Association, to the suggestion in a letter to Editor Marshall, which refutes a statement that the insurance companies pay only 10 cents in losses for every dollar of premiums received from Methodist property. In making the original statement the editor did not have any adequate source for the figures. Mr. Stallings characterizes the idea that the church go into the insurance business in order to keep the insurance business from making any profit out of its properties as socialistic. He said that all churches are supported by profits made out of business and the elimination of such profits would reflect

on the income of churches. Mr. Stallings stated that he believes the insurance people return to the churches in dues and donations far more than any profits they may gain by writing insurance on such properties.

Revise Group Operations of Pearl: Eureka-Security Gains

The A. M. Best Company comments upon a change in group operations in the Pearl fleet which is revealed in the annual statement. The A. M. Best Company states that apparently Eureka Security F. & M. is destined to be the predominant member of the group. Its net writings last year were increased from \$1,759,528 to \$3,738,918. At the same time net premiums of Pearl declined from \$6,389,206 to \$4,435,449 and writings of Monarch Fire decreased from \$1,773,402 to \$1,031,293. As of Sept. 30, 1939, \$2,000,000 of additional resources were contributed to Eureka Security by the United States branch of Pearl. Since Sept. 30, Eureka Security has had a 42 percent participation in the United States net writings of the group. Pearl's share since then has been 40½ percent and Monarch 17½ percent. Previously the business was reallocated on the basis of 50 percent

to Pearl, and 25 percent each to Eureka Security and Monarch.

Local Agents Losing the Large Premium Risks

Local agents in discussing their situation declare that more and more they are compelled to sacrifice their large premium risks. Therefore, they are forced to rely on the smaller premium business which requires a greater amount of work and a higher expense. Their large risks are gradually going to company syndicates of various kinds. An agency may firmly believe that a risk is in danger on account of competition and, therefore, seeks shelter in one of the company associations. That means a decrease in commission. The consequence is that the expense ratio in local agencies is mounting with constant reduction in rates. Agencies find that their premium income is being whittled down and they are helpless in the situation.

Newton H. Bell, Provident Mutual Life, explorer and world traveler, addressed the San Francisco Blue Goose on "My Adventures Among the Arabs."



Pity this poor chap seeking protection from the wintry blasts without adequate coverage. However, the property owner who carries only partial protection is no better off. Fire Insurance on property and contents is necessary of course, but a supplemental contract, rent insurance, burglary, public liability and other forms are essential to complete the coverage. Are you leaving your assured "out in the cold"? The Phoenix-London Group Visible Business Record has been prepared to correct this condition—would

you like a copy? There is also a decided advantage in representing a multiple line Group, writing all forms of Fire, Casualty and Inland Marine Insurance, providing nation-wide claims, engineering and underwriting service. The Phoenix-London Group offers unexcelled facilities for handling your Fire business, your Casualty business, or both, through a single organization.



PHOENIX-LONDON Group

55 FIFTH AVENUE, NEW YORK CITY

FIRE COMPANIES

Phoenix Assurance Co., Ltd.
Imperial Assurance Company
Columbia Insurance Company
United Firemen's Insurance Co.

The Union Marine & General Insurance Co., Ltd.

CASUALTY COMPANIES

London Guarantee & Accident Co., Ltd.
Phoenix Indemnity Company

EDITORIAL COMMENT

For a Reappraisal of the Compulsory Idea

THE fact that Superintendent Pink of New York has now become an unre-served advocate of compulsory automobile insurance and intends to submit a bill on the subject at the present session of the New York legislature is, we believe, of the utmost importance. Dozens of compulsory insurance bills are introduced at every session of legislatures throughout the country, but they have proved to have small vitality, but when a bill is introduced by a man of Mr. Pink's responsibility and influence in the capital state of the country and a state whose legislative example proves to be so often prophetic, it is time for the insurance business to approach the question anew, revising its attitude and thinking. As a matter of fact, we believe that the responsible executives in the business are doing exactly that and that there is very little evidence of a stand pat reactionary attitude on the part of those that are guiding the industry.

Mr. Pink apparently has no desire to force through a bill at this session of the New York legislature and it is probable that in considering the subject, there will be such a diversity of opinion that legislation may not actually come for several years. However, it is certain that Mr. Pink has set in motion an influence that brings compulsory legislation much nearer than it has been.

It is unlikely that the insurance executives and agents, with this turn of events, will merely summon all of the familiar arguments against a compulsory law and will engage in a campaign to defeat the proposal. It seems much more likely that the industry will now assume that some such legislation is inevitable and it will do its part to avoid the inequities and evils that have flowed from the Massachusetts law.

Some executives, indeed, take the position that compulsory insurance is not primarily an insurance measure, but is a social problem and it is not the function of insurance to say what social experiments a state may engage upon. According to this attitude, insurance men properly become interested only when that legislation directly affects insurance. For instance, it does become vitally interesting to insurance if the social legislation embraces a state fund project, if it embraces a rating law that the companies can't live with or if the compulsory law is not accompanied by an enforceable driver's license law.

The theory of the insurance executives who share this belief is that it is up to

the state to decide what social measures it desires to have. Then it becomes the function of insurance to try to insure the hazards that are created, in the most acceptable fashion.

Incidentally something of a movement has been started to cause abandonment of the term compulsory insurance. Some feel very strongly that the emphasis should be changed by referring to the proposal as compulsory financial responsibility evidence. The point is made that the law can be satisfied by posting bond and cash deposit and that insurance is theoretically one of three or four means of compliance. By referring to the plan as compulsory insurance, some believe, the public is led to believe that it is primarily an insurance company measure and there is the danger that the public unthinkingly will place upon insurance the blame for the evils that seem to be inherent in the system.

Although insurance executives in their capacities as such will probably not now attempt to block passage of a compulsory law, as private individuals, with a particularly valuable knowledge of the subject, many of them believe that a compulsory law should be regarded as the last resort after all other less radical measures have been tried for the remedy of the situation that everyone recognizes as deplorable. The evil, about which there is no debate, is the existence of such a large portion of irresponsible and physically unsatisfactory drivers.

A compulsory law upon superficial inquiry always occurs to those who are impressed with the evil as the answer, but the experience in Massachusetts has established that there flows from such a law evil consequences that come pretty close to neutralizing the benefits. The most conspicuous evils, perhaps, are the fictitious claims, the exaggerated claims and the converting of property damage losses into personal injury claims.

That these evils exist not merely in the minds of insurance people but are apodeictic is found in the fact that despite the fact that the Massachusetts law has been in existence for a good many years, no other legislature has followed that example.

The automobile financial responsibility laws have represented a less radical approach to the problem of the irresponsible drivers but they probably have been somewhat disappointing.

The principle of the financial responsibility law seems to appeal to the legislatures, because the law has been enacted in 34 states and the District of

Columbia. We wonder whether that fact is not suggestive and whether, before embracing compulsory insurance, it might not be well to try the experiment of extending the application of the law to more types of accidents and infractions. Apparently the financial responsibility law has produced no evil comparable to those that have been produced by a compulsory law. Hence it seems to us persuasive that the financial responsibility law provides a good framework upon which to build. However, it may be that the attitude of those who say that this is not the immediate concern of insurance people as such is the enlightened attitude and that the insurance industry should not attempt to influence social legislation, except insofar as the insurance process is definitely affected.

The industry can and should assert itself in connection with a number of phases of the legislation. The heart of the problem, many believe, is found in the accompanying licensing legislation. The state should be made to accept the responsibility and the onus for keeping from the highways those who because of physical and other defects obviously

should not have the privilege. The insurance companies should not be placed in the position of being required to insure bad drivers. It is the function of the state to eliminate bad drivers. In Massachusetts there is virtually no disbarment of bad drivers. An insurance company is in the position of being unable to cancel insurance because it is a 100 to 1 shot that the appeal board will hold for the driver.

Then it is definitely the right and necessity of insurance companies to fight if a state fund proposal is involved and it is also the right and the obligation of the insurance companies to insist that the rate law that is connected with the measure be one with which the insurance business can live.

Mr. Pink has made profound study of the subject and in his announcement, he indicated that he appreciates the necessity for these precautions. The insurance business has good reason to be reluctant to change its traditional attitude toward compulsory legislation, but we believe that events have now become so shaped that the business must examine the problem in a new state of mind.

Much Material in Statistical Issue

EACH year THE NATIONAL UNDERWRITER publishes what might well be termed a "Statistical Issue." In this particular number are assembled tables of various sorts showing the returns of the previous year, both fire and casualty. Much of this information is compiled for the "Argus Charts" published by THE NATIONAL UNDERWRITER. Other figures are received direct from companies or the state insurance departments.

It might be said that the compilation of these figures requires painstaking ability, great speed, endurance and resourcefulness. So far as the "Argus Charts" are concerned, the work is done at our Cincinnati office where a staff of

experienced compilers work long hours during the forepart of the year when information is being received in order to get the figures in shape, check and double check them.

All in the business are much interested in studying these returns because they reflect the operations of the year before. It gives the reader a chance to study the results of individual companies and compare one with the other.

The statisticians of our Cincinnati office are supplemented by those in the editorial office at Chicago whose entire time is given to the preparation of the material leading up to this particular issue.

PERSONAL SIDE OF THE BUSINESS

W. A. Bartlett, former local agent at Galesburg, Ill., and former president Illinois Association of Insurance Agents, was in Chicago in the interest of Joseph E. Morris & Co. of Pasadena. Mr. Bartlett is manager of the insurance department of this firm, which is a stock investment and promotion house.

John C. Appel of Gregory & Appel, of Indianapolis, has been named secretary-treasurer of the Princeton Alumni Association of Indiana.

Owen B. Hunt of Philadelphia, former insurance commissioner of Pennsylvania, has filed a petition for the Democratic nomination for state treasurer.

R. E. Vernor of the Western Actuarial Bureau is to be the presiding officer at the Rotary business relations conference at the University of Chicago March 22-23. The conference is sponsored by the Rotary Clubs of the 147th district.

A. J. Kennedy of Poor, Bowen, Bartlett & Kennedy of Baltimore announces that he will be a candidate for renomination for Congress on the Democratic ticket.

John H. Eddy, oldest member of the Boston Board in point of service, 50 years, a director of the Holyoke Mutual Fire and well known Boston local agent, reached his 75th birthday the past week. His desk was covered with flowers from friends.

R. L. McClelland of Baton Rouge, La., manager of the Louisiana Insur-



THE NATIONAL UNDERWRITER

PUBLISHED EVERY THURSDAY

Published by THE NATIONAL UNDERWRITER CO., Chicago, Cincinnati, New York. PUBLICATION OFFICE, 175 W. Jackson Blvd., CHICAGO. Telephone Wabash 2704. EDITORIAL DEPT.: C. M. Cartwright, Managing Editor. Levering Cartwright, Assistant Managing Editor. News Editors: F. A. Post, C. D. Spencer. Associate Editors: D. R. Schilling, J. C. O'Connor, H. E. Green, Jr.

CINCINNATI OFFICE—420 E. Fourth St. Tel. Parkway 2140. L. H. Martin, Abner Thorp, Jr., and C. C. Crocker, Vice-Presidents.

NEW YORK OFFICE—123 William St., Tel. Beekman 3-3958. Editorial Dept.—G. A. Watson and R. B. Mitchell, Associate Editors. Business Dept.—N. V. Paul, Vice-Pres.; J. T. Cortin and E. H. Fredrikson, Resident Managers.

ATLANTA, GA., OFFICE—560 Trust Company of Georgia Bldg., Tel. Walnut 5867. W. M. Christensen, Resident Manager.

CANADIAN BRANCH—Toronto, Ont., 370 Woburn Ave., Tel. Mayfair 4761. W. H. Cannon, Manager.

DALLAS OFFICE—811 Wilson Bldg., Tel. 2-4955. Fred B. Humphrey, Resident Manager.

DES MOINES OFFICE—2325 Grand Ave., Tel. 4-2498. R. J. Chapman, Resident Manager.

DETROIT OFFICE—1015 Transportation Bldg., Tel. Randolph 3994. A. J. Edwards, Resident Manager.

BOSTON OFFICE—Room 522, 25 Huntington Ave., Telephone KENmore 5237. R. E. Richman, Vice-President.

PHILADELPHIA OFFICE—1127-123 S. Broad Street. Telephone Pennypacker 3706. W. J. Smyth, Resident Manager.

SAN FRANCISCO OFFICE—507-S-9 Flatiron Bldg., Tel. EXbrook 3054. F. W. Bland, Res. Mgr.; Miss A. V. Bowyer, Pacific Coast Editor.

Subscription Price \$4.00 a year in United States and Canada. Edition, \$5.50 a year. Entered as Second-class Matter April 25,

Single Copies, 20 cents. In Combination with Life Insurance 1931, at Post Office at Chicago, Ill., Under Act, March 3, 1879.

ance Society, is confined to his home owing to an eye ailment.

T. G. Dahl of Chicago, manager of the farm and hail department in the western office of the Great American, is back at his office, having been called to his old home at Kennedy, Minn., on account of the critical illness and death of his mother, Mrs. Emma Dahl. Mr. Dahl's father died seven years ago.

W. P. Swope, Kentucky state agent American Eagle, has returned to his home from a Louisville hospital following a severe siege of pneumonia.

R. S. Buddy, vice-president Glens Falls, is on a middle western trip this week, visiting Des Moines, Omaha and other points. He spent the week end in Chicago. He will be away about 10 days.

J. H. Moller, special agent America Fore, Pittsburgh, is the father of a son.

Claude Nasburg, prominent Marshfield, Ore., local agent, is in Arizona, where he went to recuperate following a severe illness. He is prominent in state association activities, now being a member of the executive committee.

These are days when new grandfathers are springing up in various directions. They are in various stages of exaltation, ecstasy and beatification. Very few have sunk back into stately grandeur and circumspection. At the present time they are all vociferous. The youngest and most grandiloquent is **Fred C. Bertiaux**, assistant secretary in the western department of the Hanover and Fulton. A son was born to the daughter of Mr. and Mrs. Bertiaux, Jean, at Waukesha General Hospital, Waukesha, Wis., last Friday evening. The father is Capt. J. B. Keena in charge of personnel, St. John's Military Academy, Delafield, Wis. Grandfather Bertiaux lost no time in going to Waukesha to see the newcomer. He is insisting that the name be F. H. Keena, standing for "Fulton Hanover" Keena.

A throat infection prevented **H. P. North**, assistant director Business Development Office, San Francisco, from carrying out plans for speaking tour of Oregon, to appear before the various chambers of commerce. All meetings have been cancelled.

A. M. Raymond of Chicago, manager of the Travelers Fire, who was given an extended leave of absence in order to try to regain his health, decided to drive to Florida with Mrs. Raymond and spend the rest of the season there. Near Valdosta, Ga., Saturday, their car had a blowout, resulting in very serious injuries to Mrs. Raymond, it being reported that her hip is broken. Mr. Raymond suffered some cuts and bruises. They are both in a hospital there.

American Eagle Fire has presented gold wrist watches to C. M. Bend, president, and L. A. Green, secretary, of Joyce Insurance, Inc., of St. Paul in token of 25 years representation.

DEATHS

J. W. Heyns, 60, local agent at Evansville, Ind., died of a heart attack in Chicago, where he was on a business trip. He was secretary of the Evansville waterworks board.

Paul Hoffman, Jr., who had been connected with the Wisconsin Inspection Bureau since graduating from Armour Institute of Technology last year, died of pneumonia. He was 23 years old. His father is Paul Hoffman, engineer for the Illinois Inspection Bureau at Chicago, who was at one time connected with the Western Actuarial Bureau.

Maurice T. Collins, 43, of Louisville,

WILL PURCHASE

The whole or half interest in an Illinois fire and casualty agency writing \$10,000 annually in premiums. Prefer city the size of Decatur or Springfield.
ADDRESS L-36, NATIONAL UNDERWRITER
175 W. Jackson Blvd., Chicago

Michigan Pond Has Gala Night

More than 200 turned out Tuesday evening at Grand Rapids for the annual dinner and meeting of Michigan Blue Goose at which time special recognition was paid to the old timers in the organization. H. M. Carmichael of Chicago, general manager of the Oil Association, performed as toastmaster in a commanding way. He was presented to the gathering by M. L. Degenaar, Firemen's group, the retiring most loyal gander. The speakers included Commissioner Emery of Michigan, who spoke in pleasant vein and also had some harsh words to say about part time agents, particularly those located in industrial plants whose solicitation of employees, he said, sometimes comes close to "black-mail." C. J. Malcolm, Aetna Fire, Toronto, grand custodian of the Blue Goose and W. O. Hildebrand, executive secretary Michigan Association of Insurance Agents.

H. A. Clark of Chicago, vice-president of Firemen's, was unable to reach Grand Rapids in time because he was involved in a train delay enroute from New York but his paper arrived and was read by R. E. Vernor, Western Actuarial Bureau, Chicago. It was a stirring message on Americanism.

Norman B. Spencer, former field man for the Pennsylvania, was presented with an honorary life membership and 18 were initiated.

T. M. Nyholm, National Fire, was advanced to most loyal gander; J. Frank Bohrer, Camden, is the new supervisor; George L. Stone, Home, custodian; Paul Seyfelt, manager at Grand Rapids for the Michigan Inspection Bureau, guardian. W. T. Benallack, secretary Michigan F. & M., was reelected welder and Oscar C. Wiche, Phoenix of London, was elected keeper, taking the place left vacant by the death recently of George Kessberger.

died from a self-inflicted bullet wound at the home of his father-in-law in Lexington, Ky. He had been in the Kentucky field for a number of years, starting with the Maury adjustment office, later serving as field man of the Aetna Fire, the Automobile and more recently with Snyder Brothers general agency.

Charles W. Howard, 87, Malden, Mass., local agent and one of the oldest active insurance men in the greater Boston area, died at his home in Malden.

Gregg Black, special agent for Hartford Fire in Florida, died on a train while en route to Atlanta. He suffered a heart attack soon after the train left DeLand, Fla. He went with Hartford Fire in 1923 and as engineer traveled in Mississippi. Since 1925 he had been in the Florida field with headquarters at DeLand.

E. H. Porter, 49, secretary and treasurer North America, died suddenly of a heart attack Monday morning at his home.

Funeral services were held Wednesday from the Church of St. Luke and the Epiphany, Philadelphia.

Mr. Porter joined the North America Aug. 1, 1909. He was made assistant secretary on Oct. 7, 1919, assistant treasurer in December, 1927, and secretary and treasurer March 19, 1936. He was also secretary and treasurer of the Alliance, Philadelphia Fire & Marine and National Security. He was treasurer and assistant secretary of the Indemnity of North America and secretary of the Central of Baltimore.

W. H. Hund, identified with the fire insurance business in Buffalo for more than half a century, died at his home in Snyder, N. Y., March 11 at the age of 77. A leader in the fire insurance business before his retirement, he was a senior partner in the firms of Hund & Warner and Hund & Erb.

Richard Wilson, 49, Belle Plaine, Kans., agent and cashier of the Valley State Bank, died suddenly from a heart attack.

E. E. Reuter, 64, for many years a local agent at Bedford, Ind., died there.

The success of a company is not measured by balance sheets alone, but also by the kind of service a company gives which makes both company and agent more valuable to the assured.



Through Peace and Wars Since 1720

Royal Exchange Group

Edward W. Elwell, United States Manager

ROYAL EXCHANGE ASSURANCE

PROVIDENT FIRE INSURANCE CO.

The STATE ASSURANCE COMPANY, Ltd.

CAR & GENERAL INSURANCE CORP., Ltd.

111 JOHN STREET, NEW YORK



Fire and Casualty Insurance Lines

AMERICAN HOME FIRE ASSURANCE COMPANY

OLIN L. BROOKS
PRESIDENT

BALANCE SHEET AS AT DECEMBER 31, 1939

ASSETS

*Bonds—United States Government	\$ 515,121.84
*Bonds—All Other	593,355.41
*Stocks	1,518,324.01
Cash on Hand and in Banks	391,668.45
Mortgage Loans (Face Amount \$228,417.00)	173,850.01
Premium Balances (Not over 90 days due), Accounts Receivable, etc.	213,088.58
Interest Due and Accrued	15,019.20
	<u>\$3,420,427.50</u>

LIABILITIES

Reserve for Losses and Loss Expenses	\$ 126,575.54
Reserve for Unearned Premiums	1,145,115.57
Reserve for Expenses, Taxes and Contingent Commissions Due or Accrued	58,027.45
Reserve for all other Items	4,103.26
	<u>\$1,333,821.82</u>
Capital Stock (100,000 shares \$10.00 Par Value)	\$1,000,000.00
Surplus	1,086,605.68
	<u>\$3,420,427.50</u>

POLICYHOLDERS' SURPLUS \$2,086,605.68

*Bonds and Stocks are carried on the basis prescribed by the Insurance Department of the State of New York. Total values, based on December 31, 1939 market quotations for all except insurance stocks (such insurance stocks being taken at statutory values) are \$6,822.92 greater than shown. There has been deducted an amount of \$23,755.63 representing interest in our own stock through ownership of Second Preferred Stock of the Globe and Rutgers Fire Insurance Company. Securities carried herein at \$410,966.47 are deposited with Governments and State Departments as required by law.

HOME OFFICE

111 WILLIAM STREET, NEW YORK

EMPLOYERS REINSURANCE CORPORATION

HOWARD FLAGG, President

CASUALTY REINSURANCE

**TREATIES ACCURATELY FITTED
TO THE INTRICATE PATTERN
OF MODERN UNDERWRITING**

**HOME OFFICE
KANSAS CITY, MISSOURI**

BRANCH OFFICES

NEW YORK • CHICAGO • LOS ANGELES • SAN FRANCISCO

The NATIONAL UNDERWRITER

March 14, 1940

CASUALTY AND SURETY SECTION

Page Twenty-three

High Auto Limits Become Small in Big Mass. Case

Verdicts Against General Mills Total \$195,000—Appeal Is Taken

WORCESTER, MASS. — General Mills, Inc., defendant in the \$125,000 award to George F. Plummer of Clinton, Mass., for injuries in an automobile accident case intend to carry the matter to the supreme judicial court. Under date of March 8 counsel for General Mills filed another bill of exceptions in the superior court at Worcester which prevents payment of this award, the largest ever returned in this county, in an automobile tort case, until the highest court passes on the law. General Mills' insurance is with American Automobile. The size of the verdict is telling evidence that limits of \$100,000/\$300,000, which are generally considered as providing ample protection, are not always sufficient.

Tried with two companion cases, those of Charles Costello and Blanche Kinnear of Clinton, Mass., the \$175,000 awarded Plummer by a superior court jury at Fitchburg, Mass., July 10, 1939, has been the subject of numerous motions by counsel on both sides. Plummer sustained permanent injuries in the accident involving a General Mills automobile in Shirley, Mass., about 8:15 the morning of Jan. 26, 1938. Miss Blanche Kinnear was driving the car in which he was riding and Charles Costello was sitting in the front seat beside Miss Kinnear.

Verdicts Reduced Somewhat

Total damages of \$250,000 were awarded by the jury to the three plaintiffs, \$175,000 to Plummer and \$25,000 to each of the other two plaintiffs, Miss Kinnear and Mr. Costello.

Justice Goldberg of superior court, after hearing motions for a reduction in the verdicts on the ground they were excessive reduced the verdict of \$175,000 to \$125,000 and cut the verdict of Miss Kinnear from \$25,000 to \$20,000, allowing the \$25,000 awarded Costello to stand.

The latest bill of exceptions contains a general denial of the allegations that the accident resulted from the negligence of the defendant's agent, operating the car.

At the trial Plummer testified that he was 42, and born in Clinton, Mass., and at the time of the accident was employed by the government at Fort Devens, as an accountant, at a wage of \$28.50 per week.

According to the testimony given by him and other witnesses the accident occurred in Main street, Shirley, after the plaintiff's car had crossed the railroad tracks and was proceeding in an

(CONTINUED ON LAST PAGE)

Casualty Companies Ranked by Assets

This exhibit shows the ranking by assets as at Dec. 31, 1939 of those stock casualty companies that had \$10,000,000 and more of assets as of that date. There are 41 companies in the group this year, as compared with 40 last year.

1939 Rank	1938 Rank	1937 Rank	Company	1939 Assets	1938 Assets	1937 Assets
1	1	1	Travelers	\$1,039,202,644	\$975,527,444	\$914,463,948
2	2	2	Aetna Life	670,905,658	621,319,457	577,272,331
3	3	3	Hartford Acc.	81,951,688	75,689,963	68,264,380
4	4	4	Aetna Cas.	66,693,044	60,060,669	51,954,077
5	5	5	U. S. F. & G.	58,038,915	53,356,402	48,079,732
6	6	6	Fidelity & Cas.	51,580,443	50,396,051	46,289,859
7	7	7	Employers Liab.	43,749,034	43,677,614	42,482,356
8	9	9	Globe Indem.	41,290,480	39,050,269	36,103,261
9	8	8	Maryland Cas.	40,760,005	39,433,623	38,093,569
10	10	10	General Acc.	38,488,460	36,628,611	34,107,919
11	11	11	Contin. Cas.	37,291,201	34,052,618	30,573,901
12	12	12	Royal Indem.	34,075,071	31,843,601	28,990,227
13	13	12	Zurich	32,764,457	30,491,427	29,055,134
14	14	14	Indem. of N. A.	32,687,160	29,796,997	26,468,051
15	15	15	Travelers Indem.	30,318,756	28,494,319	26,437,821
16	17	17	New Amst. Cas.	27,301,457	25,071,994	24,470,738
17	16	16	American Surety.	26,629,248	26,742,979	25,684,784
18	18	20	National Surety.	25,401,241	24,187,307	20,477,232
19	19	18	Fidelity & Dep.	25,283,359	23,498,407	21,728,282
20	21	23	American Auto.	24,140,109	22,753,338	19,155,032
21	20	19	Standard Acc.	23,450,477	23,490,267	21,508,470
22	23	22	Mass. Bonding	22,828,268	21,096,338	19,606,066
23	22	21	Euro. Genl. Reins.	22,325,506	22,323,755	20,277,589
24	24	24	Hartford Steam B.	20,762,989	19,975,618	19,148,548
25	25	26	Pa. Mfrs. Assoc.	20,400,531	18,786,626	15,844,580
26	28	30	Great Amer. Ind.	18,458,413	17,076,407	14,930,778
27	26	25	Ocean Accident.	18,319,571	18,530,769	17,692,390
28	27	27	General Reins.	17,741,895	17,160,835	15,288,653
29	29	31	U. S. Guar.	17,425,911	16,063,554	14,025,748
30	30	28	Employers Reins.	17,358,516	15,871,846	15,242,351
31	31	29	London Guar.	15,084,138	15,242,956	15,076,188
32	32	32	American Reins.	14,496,219	13,751,516	11,879,776
33	33	33	Century Indem.	12,904,744	12,029,242	10,754,793
34	38	42	St. Paul-Merc. Ind.	12,435,352	10,667,747	8,750,081
35	34	36	Pacific Indem.	12,287,354	11,766,053	10,011,344
36	35	34	Glens Falls Indem.	12,003,731	11,218,960	10,042,492
37	36	35	American Emp.	11,871,791	11,168,100	10,029,870
38	37	38	Fireman's Fd. Ind.	11,351,310	10,743,076	9,726,449
39	39	37	Metropol. Cas.	10,911,967	10,314,808	10,011,062
40	40	39	U. S. Casualty.	10,899,113	10,086,629	9,394,140
41	41	43	Commercial Cas.	10,230,146	9,330,272	8,134,100

*Includes assets of life department.

Bay State Safety Rally Draws 5,000 Attendance

BOSTON—More than 5,000 attended the Massachusetts Safety Conference here.

F. W. Braun, vice-president Employers Mutual Liability, Wausau, Wis., was in charge of the industrial session. D. M. McCracken, Liberty Mutual, spoke on traffic engineering. E. R. Mortimore, fleet supervisor Massachusetts Bonding, and H. L. Hilton, safety engineer Travelers, were heard in the commercial vehicles section. S. W. Gurney, research engineer Liberty Mutual, spoke on the control of fumes from industrial degreasers.

H. F. Hammond, traffic division chief of the National Conservation Bureau, urged standardized of motor vehicle inspections, declaring that "four elements, singly or in combination, are responsible for all motor vehicle accidents—the driver, the pedestrian, the highway and the vehicle." The motor vehicle, he added, is not the most important contributing factor, but it is important enough not to be ignored. It contributes, directly or indirectly, an estimated 3 to 10 percent of the accidents. The first step toward standardized inspections has been taken, and a code aiding in its application is in preparation.

Two Casualty Measures Are Defeated in Virginia

RICHMOND—H. B. 69 amending the Virginia workmen's compensation so as to provide that "injury" and "personal injury" shall mean and include any disease proximately caused by employment as well as any injury by accident arising out of and in the course of the employment, was killed in committee of the house.

Another measure that met death was S. B. 223 providing for a Virginia board of boiler rules with authority to formulate rules and regulations for construction, installation, use and operation of boilers. Passage of such a measure was recommended by Governor Price in his inaugural message. Patron of S. B. 223 was Glenn Jordan, Richmond manager for Commercial Casualty.

H. B. 446, permitting state police officers to furnish a liability insurance policy as proof of their ability to respond in damages was passed.

Frank J. Quirk, who has been with the Texas insurance department working in the casualty and fire divisions, has been appointed manager of the casualty department of the Quirk & McAllister general agency at San Antonio.

Bureau Cuts Truck Rates by Settling Up New Group

Other Manual Changes, Competition Quickens in Truck Field

NEW YORK—Creation of a new truck classification, which means approximately a 15 percent reduction for probably two-thirds of the trucks now rated as class 4, is the outstanding feature of the new automobile casualty manual of the National Bureau of Casualty & Surety Underwriters. Going into effect March 11, except in states where rates are regulated by law, the new manual indicates that the bureau is still committed to its aggressive program against competition. The entire manual has been reprinted, other important changes affecting the garage liability policy and coverage for funeral directors.

The new truck classification meets the challenge of non-bureau carriers, many of which have gone out aggressively for the less hazardous truck business during the past year, increasing their efforts since the bureau's private passenger automobile classification plan last year, made the going more strenuous in that field. In a number of states, various non-bureau carriers have charged rates or filed schedules from 15 to 25 percent below manual on class 4 trucks. Whether the non-bureau carriers will meet this with further reductions is a question which many insurance men are now asking.

Most Trucks in New Class

The new class 5 takes in all trucks not otherwise classified and will probably include the majority of commercial automobiles. Trucks of contractors, construction companies, department stores, merchants and manufacturers are largely in this class. Specifically included in it are moving vans used exclusively within a radius of 50 miles of the limits of the city or town in which they are garaged, trucks of canneries and packing plants, and coal and fuel oil dealers, the latter taking this classification for bodily injury liability and class 4 for property damage liability, unless the policy excludes property damage claims for accidents on customers premises.

The new class 4 is very limited, consisting mostly of the trucks previously specifically rated as class 4. This includes ambulances used by employers to carry their own employees, ash and garbage trucks, beverage distributors, cleaners and dyers, women's supply companies, excavating contractors, explosives manufacturers and dealers, wholesale fish and sea food dealers, gasoline and oil distributors other than fuel oil, wholesale grocers, laundries, liquor dealers, logging and lumbering trucks, magazine and news dealers, par-

(CONTINUED ON PAGE 38)

Mass. Bonding Wins Important Pittsburgh Case

PITTSBURGH — In a decision by Judge Kennedy in common pleas court of Allegheny county the case of Massachusetts Bonding against Johnston & Harder, Inc., its former general agent, was decided in favor of the plaintiff.

Massachusetts Bonding asked for accumulated premiums held by Johnston & Harder and Affiliated Insurance Agencies, Inc., fiscal and clerical organization for Johnston & Harder. The plea of the defendant for affirmative relief was denied. Exception will be filed by counsel for the defendant and the case may be carried to higher courts.

Contract Canceled in 1936

Johnston & Harder had been the general agent of Massachusetts Bonding in western Pennsylvania for many years and its contract was canceled Feb. 3, 1936.

Johnston & Harder acknowledged that it had in its hands or subject to its control, monies due Massachusetts Bonding for premiums collected. It however, claimed that its contract was illegally canceled, that Massachusetts Bonding fraudulently and for its own benefit and to the financial loss of Johnston & Harder took from it a valuable asset and asked an injunction, to restrain the Massachusetts Bonding from further using the information given to it by Johnston & Harder, for an accounting and for other general relief.

The amount in the hands of the Affiliated Insurance Agencies after all commissions and other deductions, was found to be in the sum of \$15,531 which was paid into the registry of the court.

Provisions for Cancellation

Either party could cancel the contract within 30 days or for proper cause Massachusetts Bonding could cancel the contract immediately.

Harrison P. Johnston borrowed sums of money from Massachusetts Bonding, part of which was to be used to pay his obligation to D. L. Swank, under his contract to purchase Swank's stock in the agency. Some of this money was not so applied and Mr. Johnston became indebted to Massachusetts Bonding in a substantial sum before Feb. 3, 1936.

Massachusetts Bonding had general knowledge of the difficulties between Messrs. Johnston and Swank.

Appointment of Directors

Massachusetts Bonding's arrangement with Johnston to have the authority to appoint two directors on the board of Johnston & Harder and also a representative on the board of the Affiliated Insurance Agencies was the result of many conferences and upon the advice of counsel and had no ulterior purpose other than the protection of the legitimate claims of Massachusetts Bonding and a safeguard to Johnston & Harder to hold its rights under the contract of 1917.

Massachusetts Bonding was justified to cancel the contract summarily because its officials in conversations with Messrs. Johnston and Swank had the right to conclude that, in spite of its efforts, the best interests of the company were not being protected by Johnston & Harder.

The evidence does not disclose that Massachusetts Bonding by its action in canceling the contract was actuated by any fraud, conspiracy or intent to injure Johnston & Harder, or that any benefit passed to it or any other parties by reason of the cancellation.

Branch Office Set Up

The fact that Massachusetts Bonding prepared for future contingencies and was able to set up a branch office within 24 hours after it canceled its contract with Johnston & Harder "does not permit us to conclude that there was a studied plan to drive Johnston & Harder out of business," the court asserted.

"There probably is no doubt that the

Pacific Mutual Is Upheld by Court

Judge Vickers Holds That No Fraud Is Seen in the Rehabilitation

LOS ANGELES — Superior Court Judge Vickers, who has been trying the suit of Col. W. H. Neblett to overthrow the rehabilitation agreement of the Pacific Mutual Life for the past seven weeks, handed down his ruling denying the plea of the plaintiff and leaving open only the question of the voiding of the voting trust agreement. Judge Vickers held that no fraud had been committed on the court, those interested or the people. The court held that sections 920 of the political code, 71 of the criminal code and L667 of the civil code did not apply in this case as urged by Neblett and cannot be considered as ground for the overturning of Judge Willis' judgment or of the rehabilitation agreement after its approval by Judge Willis, and finally that the court order of Dec. 4, 1936, or the rehabilitation agreement were not void because of fraud or any other charges.

bonding company did send its expiration lists on to the manager of the branch office which it set up immediately after the cancellation of the agreement. The understanding among many bonding and surety companies with the Association of Insurance Agents that expiration lists belong to the agent does not set up such a custom under the evidence offered in this case, that amounts to a contract binding upon the plaintiff. The plaintiff company had the right to presume that Mr. Johnston was the sole owner of all of the stock of Johnston & Harder, Inc., except qualifying shares. Johnston still owes Mr. Swank money, under the terms of the contract between these two parties and Mr. Swank still has his recourse to collect the balance due him.

"It must be said in fairness to counsel for the plaintiff . . . they have consistently taken the position that, first, their client company perpetrated no wrong upon Johnston & Harder, and secondly, that even if the company acted hastily, the measure of damage would be only the loss of the net earnings for a period of 30 days when the contract could be canceled without giving any reason."

Conclusions of Law

The cancellation of the general agency contract was not the result of any actual or legal fraud or design or scheme on the part of Massachusetts Bonding to defraud Johnston & Harder, the court held.

Massachusetts Bonding had the right to cancel its contract with Johnston & Harder, on Feb. 3, 1936, under the terms of its contract, the supplemental agreements, exhibits and the evidence offered in this case.

The Affiliated Insurance Agencies was the stakeholder of the funds in its hands and belonging to Massachusetts Bonding, which it legitimately received from Johnston & Harder, and, therefore, was obligated to protect its rights in disbursing this fund by the employment of counsel, and therefore should have its counsel compensated from the fund.

The prayer of Johnston & Harder for affirmative relief is disallowed and dismissed.

Rose, Bechman & Dunn, attorneys for Affiliated Insurance Agencies, are awarded from the fund now in the registry of the court \$650.

The balance of the fund of \$15,531, is directed to be paid to Massachusetts Bonding.

The Kentucky house passed and sent to the senate a bill to permit boards of education to provide for liability insurance against the negligence of school bus drivers.

Rejected Auto Risk Now Problem in Ill.

Request that the insurance companies devise a voluntary plan for handling rejected automobile risks that are required to have insurance under the financial responsibility law and the new Illinois truck regulatory act has been made by Insurance Director Palmer of that state. Mr. Palmer states that he has received numerous complaints, mainly from Negroes, of inability to obtain automobile liability insurance. The director said he is much concerned about the problem and asks the companies to cooperate.

Mr. Palmer cites the assigned risk pool that was devised voluntarily by the companies in connection with workmen's compensation. He asks for voluntary action, particularly because correction of the situation is not possible legislatively before the 1941 session of the assembly. Mr. Palmer points out that the problem is not confined to Illinois alone and he suggests that the companies that have had nationwide experience with these situations, volunteer suggestions.

The insurance department has already received a large number of complaints from truck operators who have been unable to secure insurance. Many of these operators are Negroes, frequently with antiquated trucks. Others are crippled or engaged in businesses regarded as undesirable or extra hazardous. The complaint usually states that the operator has passed all the safety tests and secured an operator's license, but cannot get insurance and will be put out of business unless the state does something about it. They usually state that they are able and willing to pay a reasonable premium.

Perhaps more serious is the effect of the act on persons, white and colored, in the lowest income stratum who eke out a precarious existence by using an old truck in some classification covered by the act and who are obviously unable to buy insurance, even if they could find a carrier. No one has any estimate as to the number of these persons, but every one agrees it is considerable. A good example is the retail coal peddler in the poorer sections of Chicago and some other large cities. These men buy coal at about \$6 per ton and sell it for 50 cents a basket, clearing perhaps \$4 a day, less during storms and unseasonable weather, out of which they must operate their antiquated trucks and live. What to do about them may be a serious problem.

Among the complicated details arising out of the enforcement of the Illinois trucking law is the question of proper coverage for automobile service units, such as those maintained by motor clubs. The state division of motor carriers, which administers this law, has ruled that trucks used for towing disabled cars are specialized carriers, which puts them in the class requiring cargo insurance. While the mandatory endorsement for cargo policies is probably broad enough to include liability of the assured for damage to a towed automobile, most marine underwriters have not thought of this as a proper subject of cargo insurance and the ruling is perplexing to many offices. It has been suggested that it should be acceptable to the state if these units were insured under the garage liability policy, with collision liability insurance added by endorsement, perhaps with some special endorsement complying with the conditions of the law and waiving the \$100 deductible as far as the public is concerned, but so far departmental officials have not looked upon this favorably.

T. M. Feeny with U. S. Casualty

T. M. Feeny has been appointed manager of the newly organized bond department in the Boston office of United States Casualty. He has been with Employers Liability since 1930.

COMPANIES

Travelers to Resume Okla. Writings After 12 Years

Travelers announces that it will resume writing casualty lines in Oklahoma through its Oklahoma City branch effective April 1. Travelers retired from the casualty field in Oklahoma about 11 or 12 years ago because of the acute claims situation that developed in the state, with the insurance companies rendered virtually defenseless.

Oklahoma Company Is Making Fine Progress

Under the guidance of Shelby H. Green, executive vice-president, the Insurers Indemnity & Insurance of Tulsa, Okla., is making excellent progress in the southwest.



S. H. Green

The financial statement for the close of 1939 shows an investment in U. S. obligations and cash of \$198,000 more than total liabilities. Starting to write business in Oklahoma, the company now operates also in Kansas, Texas, Louisiana and New Mexico. The Insurers Indemnity annual statement shows assets \$827,943, of which \$267,060 is cash, \$244,477 federal bonds, \$51,003 municipal, \$89,961 industrial, \$113,525 stock. Its premium reserve is \$107,491, loss reserve \$159,076, capital \$250,000, net surplus \$239,790. If its market quotations on all bonds had been used, the assets would be \$842,658 and the policyholders surplus \$504,504.

Feeney Executive Vice-president

John J. Feeney has been elected executive vice-president of National Underwriting Corporation, managing attorney-in-fact of National Lloyds of Baltimore, Kirk A. Landon, general manager, has announced. Mr. Feeney has been engaged in the financial field the past 15 years. In 1926 he started a brokerage business with offices in Rochester and Buffalo, removing to New York in 1929, when he established J. J. Feeney & Co., of which he is president.

Wolverine Issues Statement

Wolverine of Lansing, prominent full cover automobile company, in its new annual statement reports assets \$1,506,314. The claim reserve amounts to \$496,807, premium reserve \$502,749, capital \$200,000 and net surplus \$233,690.

Will Increase Its Funds

The United States Plate Glass & Liability of Philadelphia has increased its capital to \$250,000 and surplus \$250,000, selling additional stock at \$10 a share. Its previous capital was \$100,000 and net surplus \$150,000. It plans now to enlarge its scope of operations.

Just, Cochran Assistant Managers

H. J. Just and D. A. Cochran have been appointed assistant managers of the New York metropolitan department of Continental Casualty.

Harlan Pittsburgh Surety Head

PITTSBURGH—New officers of the Pittsburgh Surety Association are J. E. Harlan, Fidelity & Deposit, president; A. C. Supple, United States Fidelity & Guaranty, vice-president; H. S. Bepler, general agent Manhattan F. & M., and Virginia F. & M., secretary. The executive committee consists of W. J. Zwinggi, Logue Brothers; A. A. Hawthorne, U. S. F. & G.; A. A. Rohrich, American Surety, William Johnson, Aetna Casualty.

General Agents Ask Cost Council Voice

Chicago Body Protests Monopoly of Control in Managers Ranks

The Chicago Insurance Agents Association takes the position that the genuine, bona fide casualty and surety general agents have been left out in the cold in the reorganization of the Chicago Acquisition Cost Council, it being composed solely of branch managers and company officials. The management asserts that it was the understanding of the general agents that they would be made part of the local organization and the general agents who are supervising their business and rendering real service declare that they have just as much right to have a voice in the home rule organization as the salaried managers. In fact, they take the position that the existing situation so far as excess commissions and excess general agents are concerned is due to the branch offices.

Agents Make a Demand

The Chicago Insurance Agents Association had a meeting Wednesday and discussed its objections. Another meeting will be held next Wednesday at which a definite statement of objections will be framed. They contend that there are general agents that are just as important as branch offices. Some of them have even a larger premium income. The bona fide general agents state that they are not in favor of the appointment of general agents merely to pay excess commissions because an office has a thousand dollars in premiums. They assert that there should be a line drawn where those that can qualify as general agents should be so recognized and the genuine ones will cooperate with the companies in bringing about better conditions.

Charge Arrangement One-sided

The agents association claims that it was understood at the beginning that any organization in Chicago looking toward home rule would be in the hands, not alone of Chicago managers but agents and brokers. The agents association, therefore, declares that it certainly has the right to be represented in the organization and to have a voice. Attention is called to the fact that relief measures against excess general agents and also regional agents or any contract outstanding over producers commissions practically mean that the present conditions are "frozen." Therefore, little will be accomplished in steps toward reform, in their opinion.

In the organization committee appeared two general agents. Allan I. Wolff of the Associated Agencies was named to represent the Zurich. He resigned on the ground that he could not act conscientiously and in a non-partisan way, represent a company and the agents association. Fred J. Bristle of W. A. Alexander & Co. was appointed to represent the Fidelity & Casualty. Therefore, the agents hold that they have no representation whatever as such on the organization committee. They protest that this is an entirely one-sided proposition.

A second meeting of the organization committee of the Cook County Acquisition Cost Council was held this week. Last week members of the nominating and by-laws committee were appointed. G. H. Moloney, vice-president Harford Accident, is chairman of the organization committee. W. O. Schilling, manager U. S. Fidelity & Guaranty, is chairman of the nominating committee, his associates being W. H. Hansmann, Fidelity & Deposit; John Pabst, Fireman's Fund Indemnity; Norman Hoag, Continental Casualty; F. J. Bristle, W. A. Alexander & Co. K. O. Saunders, Globe Indemnity, is chairman of the by-laws committee, the others being F. C.

Executives Tender Aid to Pink on Compulsory Plan

NEW YORK — After a prolonged discussion, the full membership of the Association of Casualty & Surety Executives adopted a resolution, offering a measure of cooperation to Superintendent Pink of New York in his efforts to devise an acceptable compulsory automobile insurance bill. Mr. Pink, in announcing that he had become committed to the compulsory idea, with certain safeguards, invited the insurance companies to collaborate. Under the resolution the association offers its cooperation with the idea of finding the least objectionable type of law. However, there is a proviso that the association does not abandon its opposition to compulsory legislation in principle.

The special committee on compulsory automobile insurance of the American Mutual Alliance will consider the New York situation at a meeting in Chicago, March 20. It will probably prepare a report for submission to the executive committee at a meeting some time in April.

Texas Department Issues a Warning

The Texas insurance department has sent out a notice to companies writing workmen's compensation and automobile, stating that recent investigations have brought information regarding violations of rating laws. Such laws provide that any company, officer or agent violating the provisions shall be subject to cancellation of license. The department issues an order to the effect that for the first offense the policy should be canceled pro rata and that the company or agent is prohibited from writing the risk for a period not less than a year from date of cancellation. Copy of the order is sent to every home office and all carriers are required to acknowledge receipt.

Sureties Not Likely to Bond Partners of Exchange Firms

NEW YORK—While there has been much space devoted by the daily press to the reputed purpose of surety companies granting a fidelity cover to stock brokerage firms, indemnifying for loss by customers through the defalcation of a firm member, and a proposed contract has been drafted and is now before the Securities & Exchange Commission for study, it is by no means certain it will be approved by that body. Indeed, it is held probable that the SEC will insist instead that investment firms keep distinct and separate the funds of clients from those belonging to the house.

The call for protection on investors' interests was induced by the Whitney default and resulted in the appointment by the governing body of the stock exchange of Professor McGill of Columbia University to head a committee to study the problem. That the surety companies will enter the picture is held to be improbable.

Read, Car & General, and W. A. Osgood, Indemnity of North America.

The meeting, to have considered drafts of by-laws and constitution and to hear report on a slate of officers, was postponed indefinitely, due to the large amount of preparatory work necessary.

E. H. Ferguson, assistant secretary Great Northern Life, in charge of its commercial accident and health department, has left for a trip to Arizona, with his wife and young daughter, on account of his daughter's health.

Bankers Blanket Bond Rates Slashed

Blow at Lloyds and Non-Affiliates Seen, Good Risks Favored

NEW YORK—The Surety Association of America has made a number of important changes in coverage and reduced the rates for bankers blanket bonds No. 2 and No. 8 Revised sharply. It is expected that this step, which is undoubtedly a blow at London Lloyds and non-member competition, will amount to an over-all reduction of about 25 percent.

An interesting feature of the change is that, as regards banks having more than 25 employees, the reduced rates and some of the changes apply only if the bank's loss ratio during the past five premium years has not exceeded 45 percent. Where it is greater than 45 percent the premium will be determined by the Towner Rating Bureau. The changes are thus obviously pointed at the profitable risks, which have been the subject of fierce outside competition.

Retroactive Restoration on No. 2

Form No. 2 now provides for retroactive restoration for total coverage up to \$100,000. This may be purchased on greater amounts for an increase of 20 percent over the basic rate on the additional coverage. This applies to all banks having 25 or less employees and to banks having more than 25 employees with an incurred loss ratio during the last five years of not more than 45 percent. Where the loss ratio exceeds 45 percent, the bureau will determine the amount of retroactive restoration without additional charge in addition to the premium.

Although Form No. 8 Revised has provided for retroactive restoration for a number of years, up to now there has been an additional charge for this under Form No. 2, the basic form providing only prospective restoration. The difference is that a bond providing for retroactive restoration is automatically reinstated to its full penalty on payment of a loss, both as to losses occurring after the one paid and those which have occurred before but are not discovered until later. A prospective restoration bond, on the other hand, is reinstated only as to losses occurring after the one for which payment is made. This is important coverage under blanket bonds, because fidelity losses often go on undetected for many years and may not be discovered until after a severe burglary or robbery loss has reduced the bank's protection. The limit of insurance under a bankers blanket bond applies to losses from all insured hazards or any combination of them.

Misplacement Made Optional

Under Form No. 8 Revised, coverage of misplacement and mysterious unexplainable disappearance on the assured's premises is made optional. It may also be purchased in an amount less than the penalty of the bond. This has been the case with Form No. 2 for some time, but Form No. 8 Revised has always been written only on the basis of full misplacement coverage. Protection against misplacement losses in transit remains unchanged.

For the "baby" bankers blanket bonds, those written for assured with 25 employees or less, a sharply reduced schedule of rates for Form No. 8 Revised is shown in the new manual pages, with still lower rates for this bond without misplacement coverage. For Form No. 2 bonds for these risks, the published premiums remain unchanged, but the inclusion of retroactive restoration results in a rate reduction. For banks having more than 25 employees, the premium for Form No. 8 Revised with misplacement has been reduced from 90 percent to 50

(CONTINUED ON PAGE 37)

Traffic Arrests in 42 American Cities

Interesting Study Was Made by the Aetna Casualty & Surety

On the average, four persons out of every 10 arrested in large cities are charged with violations of various motor vehicle laws. This has been disclosed by the Aetna Casualty & Surety in a study of traffic arrests in 42 American cities of over 100,000 population. An average taken for the group of cities studied shows that motor vehicle offenses result in approximately 40 percent of all arrests. This percentage includes arrests in four general classifications: (1) Driving while intoxicated; (2) Violation of road and driving laws; (3) Parking violations; (4) Violations of other miscellaneous traffic and motor vehicle laws. However, the percentage does not include arrests for auto theft or robbery.

Middle West Has Highest Average

Cities grouped throughout the middle western states report the highest average percentage of arrests attributable to motor vehicle operation. This figure is 56 percent as compared with 49 percent for cities in the western states, 35 percent for New England cities; 38 percent for cities along the Atlantic seaboard, and 26 percent for cities in southern states.

Can't Cover County Hospital

AUSTIN, TEX.—A county commissioners' court in Texas has no authority to contract for a public liability policy for a county hospital, it was ruled by the attorney-general in connection with a policy written by Saint Paul-Mercury Indemnity for the Gregg county hospital.

It was held the county was without authority to purchase the insurance, inasmuch as no specific statutory liability is created against the county by the fact it operates the hospital and there "it is fundamental that the county would have no authority to insure against a non-existent liability."

American Casualty Meetings

Regional agency meetings will be held by the American Casualty of Reading, Pa., in Cleveland March 19, Toledo March 20, Detroit March 21, Lansing March 25, Chicago March 26, Indianapolis March 21, and Newark March 28.

Non-Bureau Units Make Change

The Southern California Automobile Conference, composed of non-bureau carriers, has adopted the National Bureau of Casualty & Surety Underwriters new classifications and schedules covering commercial vehicles.

Mariners to Elect April 1

The annual election of officers of the Mariners Club of Chicago will be held at the April 1 meeting at the Brevoort Hotel.

Nelson & Ward Co. Honored

The Nelson & Ward Co. of Jersey City, in recognition of its 25th anniversary of representation of the Hartford Accident, received a congratulatory letter and flowers from the company. H. B. Nelson, head of the firm, served as president of the New Jersey Association of Underwriters and has long been active in organization work.

Minneapolis Women's Meeting

The March meeting of the Minneapolis Insurance Women's Association will be held March 18 at 5:30 at Freddie's Cafe. This will be the election meeting. Ray Johnson of the Connecticut General Life will speak on accident insurance.

Casualty Net Premiums and Paid Losses in 1939 in Pennsylvania

	Total Premiums \$	Total Losses \$	Auto. Liab. Premiums \$	Auto. Liab. Losses \$	Other Liab. Premiums \$	Other Liab. Losses \$	Work Premiums \$	Comp. Losses \$	Fidelity-Surety Premiums \$	Fidelity-Surety Losses \$	Plate Glass Premiums \$	Plate Glass Losses \$	Burglary-Theft Premiums \$	Burglary-Theft Losses \$	Prop. D. & Coll. Premiums \$	Prop. D. & Coll. Losses \$
Accident & Cas.	25,307	13,513	15,480	9,575	1,269	37,112	2,066	511	331,780	43,038	33,493	11,497	112,834	17,810	5,306	2,559
Aetna Cas.	2,411,294	752,251	658,430	252,297	283,621	5,410	712,958	284,972	49,756	33,493	33,493	11,497	112,834	17,810	256,696	110,926
Aetna Life	763,010	397,675	9,507	1,542	—	—	—	—	—	—	—	—	—	—	44,163	19,700
Allstate	175,701	62,807	131,538	43,107	—	—	—	—	—	—	—	—	—	—	290,741	135,833
Amer. Auto	1,146,189	497,057	855,436	361,224	—	—	—	—	—	—	—	—	—	—	265,497	163,417
Amer. Cas.	1,495,101	755,672	570,063	335,132	95,377	21,008	382,751	167,734	30,337	3,534	30,534	10,256	19,052	13,406	47,902	18,027
Amer. Employ.	363,197	119,478	121,124	49,574	37,405	6,976	87,675	32,480	—	—	—	—	—	—	23,804	10,772
Amer. Fld. & Cas.	134,443	31,145	110,639	20,373	—	—	—	—	—	—	—	—	—	—	64,677	11,320
Amer. Motorists	158,894	62,160	72,366	43,917	5,356	271	11,945	6,075	951	—	—	—	—	—	93,327	33,100
Amer. Mut. Liab.	1,696,944	656,940	140,339	50,475	133,299	30,059	1,299,673	539,792	18,049	191	783	217	11,126	3,106	—	—
Amer. Policyholders	44	20	29	—	10	—	—	—	—	—	—	—	—	—	—	—
Amer. Reins.	475,281	30,921	106,406	8,614	17,466	—	248,115	9,308	86,178	11,765	—	—	—	—	—	—
Amer. States	11,532	29,365	8,322	21,869	—	—	—	—	—	—	—	—	—	—	—	—
Amer. Surety	794,908	93,352	46,674	20,778	21,715	2,565	12,592	2,110	638,789	62,742	9,095	3,209	45,067	3,509	20,976	8,439
Arex Indem.	8,422	571	862	—	3,078	17	3,078	521	—	—	—	—	—	—	—	—
Assoc. Indem.	145,617	68,828	60,877	32,450	18,699	2,859	36,328	15,593	10	—	3,779	1,819	910	98	24,656	15,877
Bankers Ind. N. J.	257,177	59,039	102,935	20,422	25,926	3,599	71,253	20,732	4	—	4,018	1,929	9,629	1,328	40,957	11,229
Buckeye Union Cas.	1,168	—	444	—	387	—	—	—	—	—	—	—	—	—	—	—
Car & General	132,892	47,834	68,529	19,069	7,365	1,611	24,065	15,042	10	—	3,996	1,557	2,639	22	28,988	10,533
Cas. Indem. Exch.	4,789	150	—	—	4,789	150	—	—	—	—	—	—	—	—	—	—
Cas. Recip. Exch.	88,374	45,286	17,139	12,548	3,397	1,049	59,245	28,214	—	—	75	—	—	—	7,247	3,404
Colina Mut. Cas.	1,605	25	1,126	—	—	—	—	—	—	—	—	—	—	—	479	25
Continental Surety	325,404	140,775	224,343	102,145	4,235	2,020	3,704	632	10,236	3,855	16,254	8,335	2,173	114	63,875	23,539
Century Indem.	522,625	220,821	141,662	81,472	73,462	25,281	136,737	60,160	34,569	2,723	17,726	6,975	45,563	13,303	56,616	26,476
Citizens Cas. N. Y.	32,910	17,852	23,872	11,939	—	—	—	—	—	—	—	—	—	—	9,038	5,913
Coal Operators Cas.	792,492	375,834	—	—	—	—	—	—	—	—	—	—	—	—	—	—
Columbia Cas.	185,964	42,286	44,646	16,579	16,212	1,500	53,766	16,281	27,897	—	5,891	1,231	10,945	676	19,784	5,802
Commercial Cas.	485,153	169,667	141,584	58,508	50,745	14,668	4,736	5,817	17,022	—	17,691	6,899	14,679	2,834	39,605	23,640
Conn. Indem.	11,734	6,158	8,253	5,092	—	—	—	—	—	—	—	—	—	—	3,476	1,006
Consolidated Underw.	8,761	25	5,450	—	—	—	—	—	—	—	—	—	—	—	2,600	—
Continental Cas.	1,791,954	617,646	362,464	121,132	138,184	45,324	327,840	138,641	290,463	47,168	24,317	10,584	68,907	16,171	141,766	63,536
Eagle Indem.	161,913	48,086	63,910	21,076	16,245	3,780	22,202	8,821	18,033	309	3,588	861	6,031	66	19,486	5,284
Employ Liab.	1,714,554	673,756	481,034	138,058	241,058	71,706	561,689	235,987	43,108	3,743	26,779	23,697	89,089	23,945	183,607	60,114
Employ. Mut. Cas.	7,460	450	2,045	123	841	—	2,884	161	—	—	849	18	—	—	841	148
Employ. Mut. Liab.	42,809	8,662	5,011	3,726	2,419	—	31,618	4,314	—	—	—	—	—	—	3,751	622
Employ. Reins.	228,345	36,623	114,737	24,381	3,889	—	12,007	680	45,184	1,489	285	—	7,114	976	1,784	225
Erle Ins. Exch.	471,284	156,902	241,709	86,929	—	—	—	—	—	—	—	—	—	—	187,713	63,537
Eureka Cas.	783,743	272,272	86,402	39,481	8,492	2,215	642,414	315,459	315	—	4,817	1,742	458	6,296	38,182	19,440
Europ. Gen. Reins.	522,793	147,050	125,207	63,238	22,405	4	17,438	121	168,612	40,976	—	—	72,721	8,586	27,766	7,639
Excess	104,408	52,654	57,633	30,414	6,039	17,763	1,561	676	29,330	301	—	—	361	93	8,816	3,507
Factory Mut. Liab.	73,203	12,855	47,284	6,694	241	2	—	—	—	—	—	—	—	—	24,881	6,109
Farm Bur. Mut.	1,422,876	632,712	753,166	356,362	—	—	—	—	—	—	—	—	—	—	624,638	267,234
Fidelity & Cas.	1,532,603	671,786	303,426	198,742	163,581	41,001	354,580	169,413	281,912	16,779	45,140	17,360	73,673	7,267	137,864	63,609
Fidelity & Deposit	696,636	127,745	—	—	—	—	—	—	665,195	122,030	7,267	2,827	24,174	2,888	—	—
Firemans Fund Indem.	193,298	91,645	42,410	29,839	22,306	19,310	60,479	23,410	30,201	6,518	5,254	1,890	5,259	652	22,066	7,664
General Acci.	1,655,678	588,997	689,320	247,760	161,198	40,611	279,703	90,431	—	—	21,305	7,216	74,616	37,603	261,791	116,762
General Cas.	19,257	7,393	12,678	4,269	886	294	—	—	—	—	1,139	551	139	—	4,416	2,289
General Reins.	348,488	69,788	103,658	14,714	19,956	544	44,957	26,232	109,746	14,762	—	—	20,073	1,720	12,084	2
Gen. Tr. Cas. & Sur.	1,891	25	1,009	—	—	—	359	25	—	—	—	—	—	—	223	—
Glen Falls Indem.	321,092	170,697	64,726	18,337	50,276	6,114	72,656	27,096	45,592	93,969	13,488	5,962	25,027	6,410	31,042	9,343
Globe Indem.	292,246	274,310	241,246	71,790	119,438	22,358	246,414	116,155	39,392	—	18,323	6,764	55,031	7,542	33,258	35,646
Goodville Mut.	118,372	21,995	68,286	12,384	—	—	—	—	—	—	—	—	—	—	50,086	9,611
Great Amer. Indem.	406,368	108,185	102,533	33,431	47,118	5,946	100,367	30,435	65,047	9,743	15,719	4,496	19,043	2,944	46,079	18,116
Great Lakes Cas.	54,434	19,068	16,878	9,208	937	1,880	—	—	—	—	—	—	—	—	11,707	8,480
Guar. of No. Amer.	68,795	9,662	—	—	—	—	—	—	68,795	9,662	—	—	—	—	—	—
Hardware Mut. Cas.	370,907	122,118	130,088	41,736	13,373	971	150,754	52,673	—	—	5,822	1,712	3,864	211	87,006	24,825
Hartfordville Mut.	1,418,963	566,259	995,213	363,800	—	—	—	—	—	—	—	—	—	—	423,728	202,218
Hartford Acci. & L.	2,080,740	708,106	604,234	246,673	204,349	48,256	546,499	194,970	314,866	78,137	26,557	11,632	70,318	14,203	254,883	91,442
Home Indem.	213,429	74,879	98,256	38,780	30,094	7,919	—	—	4,866	29,605	—	—	7,341	1,743	32,966	18,722
Honover Cas.	30,104	7,728	—	150	—	—	—	—	—	—	—	—	—	—	—	—
Indem. of No. Amer.	2,396,506	565,677	546,704	176,434	399,547	69,351	264,175	91,081	608,393	59,434	54,350	20,779	206,484	31,909	227,866	91,890
Inland Bonding	16,881	8,206	—	—	—	—	—	—	16,881	8,206	—	—	—	—	—	—
Interboro M. Indem.	9,756	1,816	1,555	154	167	—	—	—	8,137	1,662	—	—	—	—	—	—
Internatl. Fld.	793	—	—	—	—	—	—	—	793	—	—	—	—	—	—	—
Jamestown Mut.	219,807	91,178	91,177	34,662	4,394	486	51,074	36,010	—	—	—	—	—	—	43,162	20,020
Keystone Auto Club	1,285,141	542,798	882,054	364,846	—	—	—	—	—	—	—	—	—	—	403,087	177,952
Keystone Mut. Cas.	454,926	82,988	276,220	42,620	44,021	4,499	—	—	—	—	5,730	3,071	6,015	752	122,940	32,046
Laundry Own. Mut.	48,761	20,492	—	—	—	—	—	—	48,761	20,492	—	—	—	—	—	—
Liberty Mut. Mass.	3,112,501	1,181,088	428,061	172,366	199,623	64,309	2,241,850	826,210	42,151	30,370	4,865	2,645	17,403	2,133	174,915	82,457
London & Lanc.	185,341	62,811	37,283	19,653	34,833	15,412	47,947	16,532	17,839	9,084	3,755	1,776	13,466	3,995	18,006	8,354
London Guar.	456,843	189,529	112,819	60,193	60,181	21,147	120,087	60,565	17	—	9,232	4,095	15,786	3,267	43,213	25,129
Lbrmen's M. Cas. Ill.	1,770,229	510,941	760,267	199,353	163,398	26,125	426,697	148,754	24	—	3,932	1,894	14,921	1,433	286,082	99,676
Manhattan Mu. Auto.	64,284	30,415	43,860	20,462	—	—	—	—	—	—	—	—	—	—	20,424	9,953
Mfrs. Cas.	1,316,875	503,844	560,680	217,872	21,556	4,675	438,553	148,416	826	—	7,311	3,814	28,385	8,408		

THE EUROPEAN GENERAL

REINSURANCE COMPANY, Ltd.

OF LONDON, ENGLAND

Twenty-Ninth Annual Statement United States Branch

December 31, 1939

ASSETS		LIABILITIES	
Government Bonds	\$ 6,382,445.44	Reserve for Losses (other than Liability)	\$ 3,759,433.10
Municipal Bonds	204,449.34	Reserve for Losses (Liability and Compensation)	5,439,478.27
Railroad Bonds	2,391,991.71	Reserve for Unearned Premiums....	4,847,216.87
Public Utility Bonds.....	2,057,912.98	Reserve for Commissions	1,735,683.61
Miscellaneous Bonds	112,632.08	Reserve for Taxes and Other Expenses	410,423.27
Railroad Stocks	408,707.88	Mortgage Investment Reserve.....	50,000.00
Public Utility Stocks.....	652,030.00	Special Reserve	1,083,271.33
Miscellaneous Stocks	849,431.84		
Convention valuations.			\$17,325,506.45
Real Estate Owned.....	399,807.69	Deposit Capital	\$1,050,000.00
Mortgages	477,008.44	Surplus over Liabilities and Deposit Capital	3,950,000.00
		Surplus to Policyholders.....	5,000,000.00
	\$13,936,417.40		
Cash in Banks and in Office.....	\$ 6,378,477.88		
Interest Accrued	76,139.16		
Premiums in Course of Collection (not over 90 days).....	1,892,188.96		
All Other Assets.....	42,283.05		
Total Admitted Assets.....	\$22,325,506.45		*\$22,325,506.45

*On the basis of December 31, 1939, market quotations for all bonds and stocks owned, this Company's total admitted assets would be \$22,619,468.20.

Securities carried at \$1,032,192.02 in the above statement are deposited with State Departments as required by law.

CASUALTY, FIDELITY AND SURETY REINSURANCE

THEODORE L. HAFF
United States Manager

99 JOHN STREET - - - NEW YORK CITY

WORKMEN'S COMPENSATION

Hear Complaint That Insurer Forced Dismissal

Commissioner Blackall of Connecticut held a hearing in Danbury on a complaint by the Connecticut Federation of Labor that as a result of pressure brought by Manufacturers Casualty, compensation insurer of the Mutual Rough Hat Company, two employees whose employment might lead to substantial claims were discharged.

"The case is considered of more than ordinary significance," Mr. Blackall said, "in view of the fact that labor union officials claim it indicates the existence of a blacklist which keeps two men out of work through no fault of their own." The company denied it had brought about the discharge of the two workers. Mr. Blackall reserved decision, but expressed the opinion that the insurance factor played some part in the dismissal.

Asked to Produce Waiver

Michael Repko, one of the hatters discharged, stated that the foreman told him he would have to produce a waiver for any claim for the disease known as "hatter's jitters," or mercury poisoning. Repko said he produced the waiver but the foreman later said it was "no good" under the new law and the hatter was discharged. Andrew Balash, another hatter, declared that the foreman told him, on the same day Repko was told about the waiver, that he would have to undergo physical examination. He said this was done and he understood the results were favorable but that when the employer learned that he had been involved in a poisoning case for which he had received compensation, he was dis-

missed. He added that he has not been employed since.

Both men claim their dismissals were prompted by the insurance company.

Charles W. Stevens, local agent of Danbury, who wrote the line, testified that no instructions came from him ordering any dismissals nor were any instructions given by the insurer. Leroy Wood, secretary Manufacturers Casualty, stated no instructions emanated directly or indirectly from the home office for any dismissals. Manning Burton, underwriter for the insurance company, testified along similar lines.

The foreman of the plant claimed he talked with Repko but not with Balash, but said Repko was let go on account of condition of the work and not because of his physical condition.

Joseph Canele, secretary of the hat company, said it was known in the plant that one man had been paid for the occupational hazard and that the other man had had a claim, and while he did not state absolutely that insurance had anything to do with the dismissals, he said he did feel that if any substantial compensation claims were made that the adverse experience would result in a higher rate for the plant.

Already \$250,000 in Claims on \$100,000 Pa. O. D. Fund

HARRISBURG, PA.—Because claims against a \$100,000 fund which was to have lasted 15 months already have amounted to \$250,000 since October, 1939, and will reach \$1,500,000 by the time claims now pending are finally settled, managers of the Pennsylvania occupational disease fund have decided

to make no payments until a court decision is rendered on the matter.

The 1939 legislature passed an occupational disease compensation act, under which the state was to pay 50 percent of all claims for the first 15 months, beginning Oct. 1, 1939, and then pay less on a graduated scale until private industry would be paying all such claims in full.

Employers in the anthracite coal industry were positive that the legislature underestimated the prevalence of miners' asthma and they refused to "come under" the statute. Claims pending indicate that prevalence of all occupational disease was grossly underestimated and a court case now pending will decide what to do with the \$100,000 which can meet less than an estimated 10 percent of the claims being filed against it.

Sharp Increase in O. D. Rates

JEFFERSON CITY, MO.—An increase of 69 percent in occupational disease rates has been approved by Commissioner Lucas, retroactive to Dec. 31. This is the first change in rates since the occupational disease law became effective in 1933. The increase represents approximately \$38,000 in premiums. The companies asked for 147 percent increase. The schedule shows 34 increases, ranging from 1 cent to \$2 on each \$100 of payroll, and 67 decreases ranging from 1 cent to 38 cents. Compensation premiums on occupational disease risks have been averaging about \$55,750 a year in the state. Only a small group of employers are affected by the new rates.

Further Comprehensive Opinion

ST. PAUL.—The Minnesota compensation insurance board has received a supplementary legal opinion on the right of companies to use the "comprehensive" compensation retrospective plan in Minnesota. This opinion, written by

Assistant Attorney General E. J. Devitt, who also wrote the first one, says in part:

"The statutes prohibit any insurer from discriminating 'by granting to an employer insurance against other hazards at less than its regular rates for such insurance or otherwise.' If an insured, under the plan, may, under any circumstances, secure lower rates for other liability lines than would regularly be charged, Section 3630 is thereby violated. If the rates for each liability line under the plan are the same as would be charged if such lines were purchased separately, the statute is not thereby violated and the plan may be legally used in the state."

Increase Kentucky Benefits

FRANKFORT, KY.—One of the three bills introduced in the senate as a part of the state administration's labor program, S. B. 192, which would change death benefit under the workmen's compensation act from \$4,000 to \$4,800, and increase maximum benefit for total permanent disability from \$6,000 to \$7,500, was passed and sent to the house.

The Kentucky senate passed a bill to allow any two of the three members of the workmen's compensation board to pass on cases, and give their findings of fact the same standing as jury verdicts when appeals are taken.

Open Panama Barracks Bids

Tucker-McClure of Los Angeles was the low bidder on two groups of barracks for the Panama Canal Zone when the bids were opened in San Francisco. Its bid on Group 1 was \$4,955,908 and on Group 2, \$2,787,240.

The bid bond for the low bidder was originated by the Los Angeles office of the National Surety and that company will write the performance and payment bond if it receives the contract.



INSURORS INDEMNITY AND INSURANCE COMPANY

TULSA, OKLAHOMA

SHELBY H. GREEN, Executive Vice President

Financial Statement December 31st, 1939

ASSETS

Cash in Banks	\$267,059.70
*Bonds (Amortized Value):	
U. S. Government Bonds	244,477.12
Municipal Bonds	51,003.48
Industrial Bonds	69,860.58
Stocks (December 31st, 1939 Market Value)	113,525.00
Premiums in Course of Collection	79,770.99
Accrued Interest	1,175.77
Other Admitted Assets	1,070.74
TOTAL	\$827,943.38

*Bonds are carried in Statement at Amortized Values. On Basis December 31, 1939, Market Quotations for all Bonds Owned, Assets would be increased to \$842,657.65 and Policyholders Surplus to \$504,504.10.

LIABILITIES

Reserve for Unearned Premiums (Pro Rata Basis)	\$107,490.72
Reserve for Losses (Liability and Compensation on Schedule "P" Basis Plus Other Classes, Including Adjustment and Investigation Expense)	158,076.00
Reserve for Accounts Payable	210.56
Reserve for Commissions Payable	13,906.21
Reserve for Taxes	30,000.00
Reserve for Reinsurance	3,470.06
Contingent Reserve	25,000.00
Capital	\$250,000.00
Surplus	239,789.83
Surplus to Policyholders	489,789.83
TOTAL	\$827,943.38

Securities Carried at \$99,529.99 Are Deposited in Accordance with Law.

Casualty Coverages Written in Oklahoma, Kansas, Texas, Louisiana and New Mexico
Responsible Agents Wanted in Unassigned Territories.



Casualty Net Premiums and Paid Losses in 1939 in Minnesota

	Total Premiums	Total Losses	Auto. Liab. Premiums	Auto. Liab. Losses	Other Liab. Premiums	Other Liab. Losses	Work. Comp. Premiums	Work. Comp. Losses	Fidelity-Surety Premiums	Fidelity-Surety Losses	Plate Glass Premiums	Plate Glass Losses	Burglary-Theft Premiums	Burglary-Theft Losses	Prop. D. & Coll. Premiums	Prop. D. & Coll. Losses
Acci. & Cas.	60,724	14,552	22,806	4,690	4,399	1,253	5,759	1,506	75	.....	4,189	1,672	2,433	251	10,906	5,179
Aetna Cas.	771,953	229,316	198,945	56,563	149,086	27,011	192,963	75,365	.....	7,326	3,865	32,615	7,233	69,058	25,792	8,089
Aetna Life	269,573	113,601	86	.....	30	176	256	6,750	115,770	28,422	.....	.....	.....	4,134	542	.....
Allied Mut. Auto.	9,410	677	3,765	96	.....	.....	.....	.....	.....	.....	.....	.....	.....	7,145	2,959	.....
Allstate	31,675	6,007	24,530	3,048	.....	.....	.....	.....	.....	.....	.....	.....	.....	75,675	34,013	.....
Amer. Auto.	341,931	133,690	265,350	99,673	.....	.....	.....	.....	.....	.....	.....	.....	.....	8,089	3,411	.....
Amer. Employ.	85,872	37,092	21,950	17,523	15,436	3,858	28,789	11,503	4,780	.....	1,224	197	3,906	258	94,903	45,391
Amer. Farmers Mut.	206,705	84,648	87,192	35,867	.....	.....	.....	.....	.....	.....	.....	.....	.....	2,595	593	.....
Amer. Fid. & Cas.	18,613	6,845	16,018	6,252	.....	.....	.....	.....	.....	.....	.....	.....	.....	10,343	3,348	.....
Amer. Motorists	136,666	34,250	18,375	15,846	3,926	100	103,544	14,581	433	.....	14	108	.....	19,433	13,014	.....
Amer. Mut. Liab.	378,368	168,745	37,688	18,794	18,979	2,516	301,591	134,020	263	231	270	169	102	4,210	1,160	.....
Amer. Surety	128,581	21,562	12,125	7,378	5,245	1,656	7,631	3,723	92,804	6,936	565	624	5,902	76	226,466	107,390
Anchor Cas.	1,229,472	680,540	360,746	220,102	33,417	7,279	478,120	204,111	.....	.....	7,170	4,396	3,016	330	22,466	107,390
Arex Indem.	156	.....	123	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	23	.....	.....
Assoc. Indem.	17,003	11,486	2,035	.....	1,726	4,527	9,382	3,879	10	.....	1,775	1,749	142	1,633	1,146	.....
Bankers Indem.	2,711	489	1,709	.....	5	.....	313	358	.....	.....	.....	.....	185	478	131	.....
Bituminous Cas.	155,414	52,895	.....	.....	10,355	766	143,887	51,693	.....	.....	.....	.....	.....	1,172	430	.....
Car & General	52,168	16,773	26,074	8,950	508	.....	1,022	339	.....	.....	1,054	414	487	149	12,122	5,920
Cas. Indem.	3,382	21	.....	.....	3,382	21	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
Cas. Reciprocal	101,183	56,579	62,053	37,950	553	76	18,505	9,002	.....	.....	.....	.....	.....	19,782	9,534	.....
Central Sur.	18,908	7,008	8,225	4,096	597	3	969	1,301	.....	.....	1,737	798	1,114	50	2,944	760
Century Indem.	4,411	70	880	.....	635	.....	565	22	1,004	.....	52	.....	405	177	19	.....
Columbia Cas.	12,614	—672	772	.....	1,142	100	2,688	977	6,425	—3,362	98	.....	516	—390	170	.....
Commercial Cas.	74,136	32,719	17,598	5,197	5,592	1,370	—2,279	3,323	2,609	—1	4,737	2,657	2,161	164	4,240	1,384
Conn. Indem.	12,848	13,496	9,830	12,042	.....	.....	.....	.....	.....	.....	.....	.....	.....	3,018	1,454	.....
Consolidated Undr.	12,354	4,374	6,152	412	1	.....	2,392	3,232	.....	.....	.....	.....	.....	2,598	593	.....
Continental Cas.	335,569	116,046	52,402	27,469	26,663	2,994	41,755	19,908	26,848	3,036	1,257	759	474	17,344	5,793	.....
Eagle Indem.	27,721	6,481	10,782	2,219	2,425	1,185	4,531	1,393	2,267	.....	402	295	1,536	3,684	1,270	.....
Employ. Liab.	227,897	106,843	37,333	12,717	33,519	22,030	102,960	59,895	8,780	457	3,352	1,174	12,379	3,305	14,992	6,978
Employ. Mut. Cas.	275,912	165,805	132,711	86,144	9,347	298	64,808	38,414	.....	.....	39	.....	.....	67,967	40,187	.....
Employ. Mut. Liab.	2,114,036	755,413	303,530	70,379	135,300	16,137	1,637,722	627,959	.....	.....	1,824	921	970	422	134,690	39,596
Employ. Reins.	105,831	40,749	58,588	32,785	4,355	30	816	.....	14,482	4,849	3,378	.....	2,458	36	17,629	86
Equity Mutual	16,721	5,452	5,416	1,694	482	.....	7,975	2,520	.....	.....	25	.....	.....	1,850	1,215	.....
Excess	12,903	2,251	210	.....	3,245	600	4,028	2,679	6,283	—1,029	.....	.....	124	.....	.....	.....
Factory Mut. Liab.	11,147	3,902	8,041	2,928	.....	.....	.....	.....	.....	.....	.....	.....	17	3,089	964	.....
Farm. Au. Int. Ins.	359,256	184,712	198,840	107,629	.....	.....	.....	.....	.....	.....	.....	.....	.....	113,120	64,494	.....
Farm Bu. Mut. Auto.	26,135	16,112	25,572	14,422	.....	.....	.....	.....	.....	.....	561	191	.....	2	.....	.....
Farmers Mut. Auto.	169,579	71,493	97,864	45,063	.....	.....	.....	.....	.....	.....	1,924	504	.....	56,024	33,201	.....
Fidelity & Cas.	588,030	225,942	92,580	56,822	140,123	48,445	176,149	113,858	59,219	—24,998	11,291	3,447	24,008	2,385	29,366	14,847
Fidelity & Deposit	99,292	—16,528	.....	.....	.....	.....	.....	.....	93,014	—17,417	672	689	5,606	1,190	.....	.....
Fireman's Fund Ind.	17,904	5,826	6,308	4,193	1,298	15	2,695	135	3,266	—132	476	81	428	1,956	1,424	.....
First Reins.	1,385	976	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	75	.....	.....	.....
Genl. Acci. F. & L.	169,328	31,652	47,545	4,798	21,273	1,602	45,997	12,124	.....	.....	7,288	3,200	9,824	777	15,056	3,789
General Cas., Wis.	27,722	9,208	16,998	4,853	.....	.....	.....	.....	.....	.....	.....	.....	.....	8,644	3,672	.....
General Cas., Seattle	3,162	424	663	.....	674	250	.....	.....	613	.....	37	.....	834	442	184	.....
General Reins.	247,667	38,701	120,401	19,052	22,206	.....	15,741	3,169	71,922	15,508	666	.....	10,084	27	2,143	.....
General Trans. Cas.	37,440	8,525	24,257	5,754	.....	.....	4,017	730	.....	.....	.....	.....	.....	9,165	2,041	.....
Glens Falls Indem.	86,267	16,595	17,100	1,257	14,925	3,223	21,633	7,909	14,250	.....	1,941	1,335	5,879	323	6,129	1,996
Globe Indem.	152,346	52,969	23,550	4,537	23,996	9,807	64,763	27,682	12,029	—6,504	2,013	2,765	7,584	664	11,120	3,670
Great Amer. Indem.	51,739	19,104	7,284	6,245	9,541	4,225	17,001	6,283	10,842	1,116	1,496	353	2,381	559	2,549	322
Great Lakes Cas.	74,405	57,672	41,152	21,090	14,269	3,544	.....	.....	.....	.....	3,443	4,769	9	20	15,530	18,240
Guar. of No. Amer.	6,058	7	.....	.....	.....	.....	.....	.....	6,058	7	.....	.....	.....	.....	.....	.....
Hdwe. Indem.	114,046	15,504	58,629	6,458	15,990	62	.....	.....	.....	.....	2,905	781	4,231	262	32,290	7,940
Hdwe. M. Cas., Wis.	918,360	442,896	359,489	171,964	42,747	8,508	335,062	176,771	.....	.....	12,081	6,335	11,902	157,079	75,237	.....
Hartford Acci.	616,523	206,169	114,159	43,142	65,811	10,249	185,150	92,365	139,684	21,571	5,783	2,105	30,700	2,353	47,378	22,507
Hawkeye Cas.	19,368	7,630	13,452	4,862	.....	.....	.....	.....	.....	.....	.....	.....	.....	5,915	2,667	.....
Home Indem.	26,570	8,510	16,741	4,751	1,600	.....	.....	.....	.....	.....	1,013	1,183	1,384	229	4,592	2,224
Indem. of No. Amer.	142,725	76,748	25,479	26,983	24,749	14,079	38,982	24,418	13,867	—1,125	2,872	1,930	13,818	2,757	9,874	3,400
Inland Bonding	1,401	4,142	.....	.....	.....	.....	.....	.....	1,401	4,142	.....	.....	.....	.....	.....	.....
Iowa Mut. Liab.	349,943	173,378	168,061	101,597	8,755	702	.....	.....	.....	.....	.....	.....	.....	110,176	50,979	.....
Liberty Mut., Mass.	642,031	247,720	43,435	4,424	59,807	17,650	508,981	214,704	12,413	3,995	866	82	973	285	20,297	6,529
London Guar.	140,052	75,374	22,600	19,188	19,906	3,098	63,733	43,457	.....	.....	—35	1,133	1,161	5,015	307	10,995
London & Lanc.	61,237	6,048	7,327	465	17,865	1,334	10,045	1,523	13,004	100	1,527	456	6,215	1,028	3,060	1,097
Lbrmen's M. Cas., Ill.	201,684	84,632	72,567	33,363	16,637	4,400	81,189	32,382	217	.....	2,062	1,867	1,508	50	26,980	8,201
Mfrs. & Whls. Indem.	763	9,046	384	9,000	.....	.....	.....	.....	.....	.....	.....	.....	.....	266	27	.....
Maryland Cas.	291,417	154,296	61,698	56,082	27,510	5,040	73,338	52,715	51,068	15,936	3,909	1,646	16,650	1,115	23,444	10,821
Mass. Bonding	98,835	20,124	13,302	2,495	10,031	3,174	15,729	6,895	11,275	.....	1,020	657	2,990	487	4,793	1,669
Medical Protect.	33,565	11,202	.....	.....	33,565	11,202	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
Merch. & F. M. Cas.	68,041	23,888	23,874	12,205	.....	.....	.....	.....	.....	.....	.....	.....	.....	23,186	8,842	.....
Metropolitan Cas.	58,856	24,109	12,729	232	6,338	357	514	2,680	2,099	761	3,614	2,291	560	196	2,633	686
Milwaukee Auto.	99,719	41,382	60,252	27,477	.....	.....	.....	.....	.....	.....	.....	.....	.....	25,871	9,000	.....
Minneapolis Lloyds	335,084	114,879	453,366	294,751	745	539	.....	.....	.....	.....	.....	.....	.....	214,220	152,696	.....
Minn. Farm. M. Cas.	67,521	29,830	33,227	14,993	.....	.....	.....	.....	.....	.....	.....	.....	.....	27,384	9,799	.....
Mut. Cream. Liab.	48,903	5,494	.....	.....	931	61	45,582	5,409	.....	.....	.....	.....	1,933	28	148	.....
Natl. Auto. Own. Int.	119,420	54,392	63,508	36,420	.....	.....	.....	.....	.....	.....	.....	.....	.....	41,971	16,230	.....
National Cas.	92,415	47,322	903	1,621	719	70	1,589	363	850	.....	22	.....	357	257	129	.....
National Farm Mut.	15,374	10,382	.....	.....	.....	.....	.....	.....	.....	.....	3,946	2,493	.....	.....	.....	.....
National Surety	275,538	62,97														

(CONT'D FROM PRECEDING PAGE)

	Premia	Losses
Century Indem.	433	28
Columbia Cas.	812	2,504
Columbus Mut.	14,034	3,473
Commercial Cas.	39,315	18,624
Conn. General	48,163	18,061
Continental Assur.	2,525	85
Continental Cas.	163,556	55,614
Eagle Indem.	576	4
Employ. Liab.	5,760	218
Employees Mut. Ben.	47,057	23,340
Employ. Mut. Cas.	7	.....
Employ. Reins.	3,778	1,982
Equit. Life	174,717	200,848
Excess	14	.....
Federal L. & C.	15,395	4,279
Fidelity & Cas.	33,325	10,392
Fireman's Fund Indem.	1,477	121
First Reins.	1,310	976
General Accel.	20,391	5,351
General Reins.	4,714	944
Glens Falls Ind.	3,656	1,969
Globe Indem.	2,700	423
Great Amer. Indem.	644	.....
Great Northern Life.	91,502	40,059
Group Health Mut.	21,587	12,991
Hardware Mut. Cas. ....	.....	2,080
Hartford Accel.	27,887	11,878
Home Indem.	1	.....
Ill. Mut. Cas.	4,411	170
Indem. N. Amer.	12,816	4,178
Inter-Ocean Cas.	5,458	3,433
Inter-St. Bus. Mens Accel.	39,437	20,286
John Hancock Mut. L.	7,802	3,916
Liberty Mut. Mass.	207	50
London & Lanc.	2,294	46
London Guar.	2,930	1,326
Loyal Protect.	17,104	7,716
Lumberm. Mut. Cas.	674	3,770
Maryland Cas.	18,876	6,152
Mass. Bonding	39,706	14,343
Mass. Protective	284,162	149,872
Metropolitan Cas.	30,368	16,906
Metropolitan Life	205,487	107,072
Monarch Life	132,145	53,512
National Cas.	87,688	45,038
New Amsterdam	2,518	240
No. Amer. Accel.	82,942	24,564
No. Amer. L. & Cas.	202,268	69,947
Northern Life	2,183	600
Norwich Un. Indem.	5,137	318
Occidental Life	6,989	2,884
Ocean Accel.	8,518	5,515
Ohio Cas.	247	425
Ohio State Life	28,642	13,709
Old Line Life.	44,575	21,331
Paul Revere Life.	41,002	14,307
Phoenix Indem.	8,752	3,023
Preferred Accel.	10,514	5,738
Prog. Mut. Assur.	41,896	14,230
Protective Indem.	232	.....
Prov. Life & Accel.	50,590	22,044
Prudential	45,841	12,650
Reliance Life	10,872	3,872
Royal Indem.	1,614	4
St. Paul Merc. Indem.	1,924	1

Minnesota Casualty Leaders Shown

	1939 Premia	1938 Premia	1937 Premia	1936 Premia
1. Empl. Mut. Liab.	\$2,114,036	\$2,096,228	\$2,469,258	\$ 458,918
2. State Farm Mut. Auto.	1,667,603	1,516,582	1,386,269	1,213,976
3. Anchor Cas.	1,229,472	1,217,350	1,266,230	1,078,292
4. Minnpls. Lloyds	935,084	839,191	856,756	739,153
5. Hard. Mut. Cas.	918,360	1,067,029	1,120,484	960,976
6. St. Paul Merc. Ind.	844,386	804,941	786,817	747,442
7. Aetna Cas.	771,953	782,456	894,131	814,808
8. Liberty Mutual	642,031	622,420	852,592	671,610
9. Standard Acc.	623,431	756,144	972,511	918,876
10. Hartford Acc.	616,523	695,266	699,510	713,671
11. Trav. Indem.	594,276	333,837	182,684	168,322
12. Fid & Cas.	588,030	642,556	657,187	548,258
13. Am. Mut. Liab.	378,368	413,458	596,752	78,963
14. Farmers Auto, Cal.	359,256	281,125	75,449	.....
15. Iowa Mut. Liab.	349,943	346,751	326,023	256,626

	Premia	Losses		Premia	Losses
Standard Accel.	25,020	4,768	London Guar.	2,178	713
Standard Sur. & Cas.	328	.....	Lumbermen's Mut. Cas.	150	.....
State Farm Life	6,360	2,330	Maryland Cas.	12,104	1,612
Sun Indem.	2,588	96	Mutual Boiler	3,404	.....
Travelers	365,632	127,620	Ocean Accel.	6,277	.....
United Benefit Life.	18,850	5,990	Phoenix Indem.	1,654	669
United St. Cas.	2,027	470	Royal Indem.	2,283	201
U. S. F. & G.	16,594	8,165	Standard Accel.	4,776	.....
U. S. Guar.	341	.....	Travelers Indem.	21,170	4,195
Washington Natl.	281,605	176,097			
Western Cas. & Sur.	4	.....	Total, 1939	\$ 166,487	\$ 12,644
Wisconsin Natl.	10,951	3,942	Total, 1938	250,652	10,334
Woodmen Accel.	115,059	63,059			
Woodmen Cent. Health.	15,798	4,977			
Zurich	26,336	7,650			

STEAM BOILER, ENGINE AND MACHINERY

	1939	1938
Aetna Cas.	\$ 206	.....
Amer. Employ.	1,157	252
Columbia Cas.	9	.....
Continental Cas.	496	.....
Eagle Indem.	1,520	53
Employers Liab.	8,822	71
Fidelity & Cas.	21,969	744
General Accel.	2,004	.....
General Reins.	591	.....
Globe Indem.	4,591	27
Hartford St. B.	73,857	4,108

SPRINKLER LEAKAGE AND WATER DAMAGE

	1939	1938
Aetna Cas.	\$ 6,255	\$ 5,073
Commercial Cas.	162	.....
Indem. N. Amer.	269	128
Maryland Cas.	830	176
Phoenix Indem.	119	.....
U. S. F. & G.	339	.....
Total, 1939	\$ 7,973	\$ 5,377
Total, 1938	9,574	4,233

LIVE STOCK

	1939	1938
Hartford Live St.	\$ 9,997	\$ 5,464
National Farm Mut.	11,133	7,889
Total, 1939	\$ 21,130	\$ 13,353
Total, 1938	36,872	20,783

Aetna Casualty Has Series of Meetings

The Aetna Casualty & Surety is again holding its annual series of agency meetings in key cities. Home office men who are speaking are: Vice-presidents C. G. Hollowell and R. I. Catlin; Agency Secretary E. C. Knapp; Assistant Secretaries O. H. Jessie and P. H. Rogers; Field Supervisors L. B. Fowler, A. E. Redding, F. W. Potter, R. C. Larson and A. D. Bryan; H. T. Knudsen, manager special risk division, and G. M. O'Brien and W. W. Ellis, home office representatives.

Meetings already have been held in Newark, Bridgeport, Providence, Richmond, Indianapolis, Louisville, Washington and St. Louis.

Meetings scheduled after March 14 are: Philadelphia, March 15; Kansas City, March 15; Pittsburgh, March 18; Minneapolis, March 18; Wheeling, March 19; Cleveland, March 21; Milwaukee, March 21; Buffalo, March 25; Chicago, March 25; Rochester, March 26; Grand Rapids, March 27; Syracuse, March 27; Albany, March 29; Detroit, March 29; Los Angeles, April 3-4; San Francisco, April 9-10.

Permits Kentucky Cities to Insure

FRANKFORT, KY.—A bill passed by the Kentucky legislature and awaiting action by the governor, authorizes cities of the second to the sixth class, inclusive, to insure themselves and policemen and firemen against damage suits growing out of negligent use of vehicles or machinery.

CREDIT

	Premia	Losses
Amer. Credit Indem.	\$ 29,048	\$ 3,245
Employers Reins.	347	.....
London Guar. & Accel.	1,556	1,554
Total, 1939	\$ 30,951	\$ 4,799
Total, 1938	32,154	—263



UNITED STATES CASUALTY COMPANY

FORTY-FIVE YEARS OF
CONSCIENTIOUS CO-OPERATION WITH
AGENTS NATION-WIDE

HOME OFFICE: 60 JOHN STREET, NEW YORK

Casualty Net Premiums and Paid Losses in 1939 in NEW JERSEY

	Total		Auto.		Liab.		Other		Liab.		Work.		Comp.		Fidelity-Surety		Plate		Glass		Burglary-Theft		Prop. D. & Coll.	
	Prem's.	Losses	Prem's.	Losses	Prem's.	Losses	Prem's.	Losses	Prem's.	Losses	Prem's.	Losses	Prem's.	Losses	Prem's.	Losses	Prem's.	Losses	Prem's.	Losses	Prem's.	Losses	Prem's.	Losses
Accident & Cas.	158,939	38,823	73,917	18,618	25,144	1,175	30,445	11,009	208	.....	3,697	459	2,102	542	22,226	7,002	.....	.....	.....	.....	.....	.....	.....	.....
Aetna Cas.	1,758,279	549,378	447,469	118,441	262,371	35,476	557,937	278,600	249,900	33,128	18,486	8,015	73,893	15,340	136,253	53,366	.....	.....	.....	.....	.....	.....	.....	.....
Aetna Life	387,814	289,787	550	8,799	516	47,438	843	47,646	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
Allstate	247,837	65,542	197,273	49,832	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
Amer. Auto., Mo.	902,340	376,130	717,439	289,263	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
Amer. Cas.	586,660	193,113	312,183	110,982	38,891	5,239	105,403	25,201	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
Amer. Employ.	223,627	73,928	84,662	28,872	22,203	10,093	64,565	25,296	12,887	481	2,808	560	5,692	390	26,954	7,646	.....	.....	.....	.....	.....	.....	.....	.....
Amer. Fld. & Cas.	372,320	215,486	302,682	183,673	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
Amer. Ind.	52,165	13,427	38,337	7,060	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
Amer. Motor	295,031	115,039	150,992	62,436	8,769	—110	71,834	26,773	875	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
Amer. Mut. Liab.	1,635,496	925,239	253,123	86,545	88,004	37,910	1,195,985	763,872	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
Amer. Policyholders'	95,582	44,733	66,758	28,440	3,061	409	4,674	3,717	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
Amer. Reins.	276,852	180,357	161,382	150,795	33,233	19,594	38,370	3,017	34,060	3,792	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
Amer. States	802	153	621	20	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
Amer. Surety	549,151	126,246	64,213	22,079	77,103	11,275	55,410	14,285	304,260	59,398	6,770	2,735	20,977	7,635	20,418	8,838	.....	.....	.....	.....	.....	.....	.....	.....
Arex Ind.	8,808	168	2,563	25	2,244	10	3,600	133	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
Assoc. Ind.	83,633	69,852	28,519	24,849	12,528	14,432	31,667	22,173	10	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
Atlantic Cas.	108,371	29,209	82,476	21,010	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
Bakers' Mut.	141,232	46,641	.....	.....	29,597	5,809	110,506	40,366	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
Bankers Indem.	1,024,373	377,075	339,362	125,539	180,192	24,298	319,097	166,143	102	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
Car & General	393,551	164,656	211,438	70,149	22,714	4,722	86,703	55,123	407	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
Central Surety	278,000	123,171	162,147	76,883	20,162	3,542	23,315	8,637	13,100	11,756	7,275	3,098	2,608	568	44,063	18,637	.....	.....	.....	.....	.....	.....	.....	.....
Century Ind.	740,376	363,308	244,996	92,833	103,779	37,397	210,611	163,699	50,652	9,631	11,681	5,716	22,122	5,862	80,623	44,108	.....	.....	.....	.....	.....	.....	.....	.....
Citizens Cas.	198,057	88,828	161,575	77,625	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
Columbia Cas.	95,327	19,384	26,616	2,665	10,792	1,638	27,292	8,964	14,169	1,080	1,272	163	3,682	917	8,249	1,204	.....	.....	.....	.....	.....	.....	.....	.....
Commercial Cas.	1,178,498	367,800	292,866	122,308	163,220	36,482	55,296	43,580	88,040	7,646	62,727	13,420	23,676	4,174	72,151	31,585	.....	.....	.....	.....	.....	.....	.....	.....
Conn. Indem.	4,981	4,074	3,851	3,480	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
Continental Cas.	796,719	282,255	193,151	85,115	91,772	24,031	207,160	79,610	35,600	2,130	11,003	4,069	19,664	4,883	57,611	21,215	.....	.....	.....	.....	.....	.....	.....	.....
Eagle Ind.	229,693	84,408	75,613	19,928	45,064	14,336	47,951	24,748	10,708	741	3,222	1,321	13,711	4,373	21,266	15,425	.....	.....	.....	.....	.....	.....	.....	.....
Employers' Liab.	1,079,057	401,655	277,219	107,160	138,229	51,765	462,791	189,525	26,780	7,309	12,320	5,849	29,974	8,699	97,259	26,659	.....	.....	.....	.....	.....	.....	.....	.....
Employ. M. Liab.	15,876	5,803	3,486	1,035	280	.....	9,901	3,325	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
Employers Reins.	232,686	59,492	178,410	52,740	7,465	2,750	15,395	588	19,640	161	203	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
Eureka Cas.	143,265	59,588	55,516	26,631	4,054	1,072	63,453	60,566	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
Europ. Genl. Reins.	475,729	142,818	163,830	84,563	31,872	.....	9,735	129	106,007	14,665	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
Excess	141,425	66,952	95,605	59,462	5,671	25	10,074	1,466	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
Exch'ge Mut. Indem.	2,268	1,685	339	.....	257	.....	1,555	1,685	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
Factory Mut. Liab.	240,831	54,325	181,087	35,097	716	50	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
Fidelity & Cas.	1,312,011	643,550	252,688	212,773	197,493	78,207	396,892	231,355	122,472	18,350	38,860	12,268	49,917	6,497	87,110	41,963	.....	.....	.....	.....	.....	.....	.....	.....
Fidelity & Dep.	408,359	124,882	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
Fire, Fund. Ind.	201,944	88,188	47,111	26,799	37,567	10,167	67,133	35,907	13,045	2	4,618	1,737	9,848	3,292	15,406	8,479	.....	.....	.....	.....	.....	.....	.....	.....
General Accel.	1,335,629	393,629	650,812	169,459	105,919	17,275	321,689	118,508	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
General Reins.	157,764	46,738	43,208	10,234	16,814	.....	23,547	10,070	31,906	14,103	319	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
Glens Falls Indem.	648,306	175,696	154,270	29,677	89,337	35,660	161,250	59,745	38,533	20,466	11,148	3,853	20,707	899	50,684	15,743	.....	.....	.....	.....	.....	.....	.....	.....
Globe Indem.	1,295,363	444,161	429,803	133,728	131,887	27,825	418,197	220,112	80,878	—2,395	12,468	4,551	45,419	4,809	127,763	44,677	.....	.....	.....	.....	.....	.....	.....	.....
Great Amer. Indem.	502,404	186,403	148,504	52,661	90,657	20,469	157,684	85,027	19,617	3,801	10,513	3,981	13,037	2,559	48,296	15,329	.....	.....	.....	.....

Other Casualty Business in New Jersey

ACCIDENT AND HEALTH AND NON-CAN. A. & H.		
	Premia.	Losses
Accident & Cas.	\$ 1,200	\$ 28
Aetna Cas.	237	2,200
Aetna Life	385,904	185,904
Amer. Cas.	14,044	4,997
Amer. Employ.	2,664	523
Amer. Motor	2,273	20
Amer. Mut. Liab.	165	.....
Amer. Reins.	601	281
Bankers Ind.	13,433	3,249
Ben. Assn. R. R. Emp.	70,751	34,631
Car & General.	43	.....
Central Surety	327	50
Century Indem.	15,911	4,062
Columbia Cas. (N. Y.)	2,083	1,049
Columbian Natl. Life.	6,686	3,991
Columbus Mut.	19,617	5,481
Commercial Cas.	415,261	108,578
Conn. General Life.	108,129	39,399
Continental Assur.	3,283	1,413
Continental Cas.	177,920	61,102
Eagle Indem.	7,270	2,925
Employers Liab.	20,308	3,986
Employers Reins.	3,991	305
Equitable Life, N. Y.	47,646	104,192
European Gen. Re.	80,021	33,119
Excess	27	45
Federal Life & Cas.	17,919	6,981
Fidelity & Cas.	76,088	34,639
Fireman's Fund Indem.	7,213	1,805
General Accl.	41,097	13,551
General Reins.	20,004	7,883
Glens Falls Indem.	22,377	9,553
Globe Indem.	21,639	5,597
Great Amer. Indem.	13,732	2,576
Hartford Accl.	54,300	16,530
Indem. of N. A.	35,829	8,324
John Hancock Mut.	8,926	3,552
Liberty Mut.	1,852	92
Lond. & Lanc. Ind.	13,199	2,554
London Guar.	31,487	8,144
Loyal Protective	7,223	2,510
Lbrm. M. Cas., Ill.	14,538	7,616
Maryland Cas.	36,766	12,244
Mass. Bonding	31,897	16,808
Mass. Indemnity	24,052	6,407
Mass. Protective	170,787	72,520
Merch. Mut. Cas.	35	.....
Metropol. Cas.	20,185	7,176
Metropol. Life	1,285,694	632,220
Monarch Life	84,695	32,122
Natl. A. & H. Pa.	164,433	53,802
Natl. Casualty	177,553	54,675
New Amsterdam	9,348	1,241
North Amer. Accl.	141,582	33,425
Norwich Union Ind.	2,374	532
Occidental Ind.	1,280	.....
Ocean Accident	30,199	11,296
Pacific Mutual Life.	68,104	29,581
Paul Revere Life.	23,034	9,293
Peerless Cas.	10,404	1,313
Penna. Indem.	2,843	735
Phoenix Indem.	13,283	4,146
Preferred Accl.	12,869	1,468
Protective Indem.	362	.....
Prudential	85,219	26,163
Royal Indem.	18,588	7,527
St. Paul-Mercury Ind.	639	16
Standard Accl.	15,610	6,255
Standard Sur. & Cas.	15,647	7,090
Sun Indem.	4,367	1,672
Superior Life H. & A.	48,652	13,974
Travelers	694,938	311,334
United Benefit Life.	9,538	3,269
United Cas.	157,004	54,140
United Life & Accl.	4,452	3,076
U. S. Casualty.	8,103	1,720
U. S. F. & G.	38,787	12,053
U. S. Guar.	1,280	.....
Wash. Natl.	319,081	95,764
Zurich	39,171	25,207
Totals	\$5,560,069	\$2,283,600

STEAM BOILER, ENGINE AND MACHINERY

	Premia.	Losses
Aetna Cas.	\$ 2,243	\$ 342
Amer. Employ.	1,192	67
Amer. Motor	2,218	298
Amer. Reins.	70	.....
Columbia Cas. (N. Y.)	1,172	1,704
Continental Cas.	2,838	.....
Eagle Indemnity	4,888	611
Employers Liab.	14,177	603
European Gen. Re.	—477	381
Excess	140	.....
Fidelity & Cas.	90,491	7,493
General Accl.	3,960	306
General Reins.	1,099	.....
Globe Indem.	27,279	5,257
Hartford Steam Boiler.	174,836	22,796
Lond. Guarantee	4,866	278
Lumb. M. Cas., Ill.	5,010	2,275
Maryland Cas.	25,325	1,923
Mutual Boiler	59,424	1,489
Ocean Accl.	28,302	7,845
Phoenix Indem.	728	.....
Royal Indem.	17,377	11,497
Security Mut. Cas.	2,062	.....
Travelers Indem.	48,779	6,513
Totals	\$ 513,513	\$ 71,683

WATER DAMAGE AND SPRINKLER LEAKAGE

	Premia.	Losses
Aetna Cas.	\$ 13,926	\$ 4,470
Commercial Cas.	261	27
Europ. Genl. Re.	34	.....
Indem. of N. A.	2,274	961
Maryland Cas.	2,253	3,389
Metropolitan Cas.	20	.....
U. S. F. & G.	419	.....
Totals	\$ 19,187	\$ 8,847

LIVE STOCK		
	Premia.	Losses
Hartford Accl.	\$ 155	.....
Hartford Live Stock.	3,575	4,340
Totals ....	.....	.....

CREDIT

	Premia.	Losses
Amer. Credit Indem.	\$ 55,405	\$ 29,225
Employ. Reins.	371	16
Europ. Gen. Re.	3,391	23
London Guar.	22,763	3,589
Totals	\$ 81,930	\$ 32,821

J. F. Reynolds, general manager Minnesota compensation rating bureau, ad-

ressed the Insurance Buyers Association of the Twin Cities at a dinner meeting in Minneapolis.

Giving Legal Advice Enjoined

PITTSBURGH—John R. Burns, individually and doing business as the Burns School of Claim Adjusting, was restrained from holding himself out as qualified to give legal advice directly or indirectly, oral or in writing, by the Allegheny county common pleas court February 29.

The decree was entered with the consent of counsel for Mr. Burns and the committee on unauthorized practice of

law of the Allegheny County Bar Association. The bar committee in an equity proceeding alleged that Mr. Burns offered to sell a mimeographed form containing instructions for persons with claims for personal injury or property damage. The charge for such form was \$1, the committee said.

Inspect Glens Falls Office

Members of the insurance brokers class conducted by the Insurance Society of New York, made a tour of the New York office of Glens Falls, the guides consisted of a representative of the insurance department, and members of the Glens Falls staff.

Reinsurance in EXCESS means direct dealings with principals in an American company which speaks the language of American insurance.

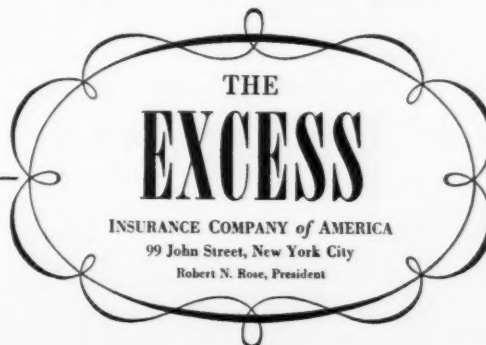
Financial Statement

AS OF DECEMBER 31, 1939

ASSETS		LIABILITIES	
Cash in Banks and in Office	\$ 499,316.80	Reserve for Claims and Claim Expenses	\$1,200,939.79
United States Government Bonds	1,023,745.88	Additional Reserve for Claims and Claim Expenses (Non-admitted reinsurance) . . .	19,786.11
Other Bonds	841,154.66	Reserve for Unearned Premiums . . .	400,197.18
Stocks, Preferred and Common	816,578.78	Additional Reserve for Unearned Premiums (Non-admitted reinsurance) . . .	17,820.00
Due for Securities Sold	77,893.58	Commissions and Brokerage (Including reserve for contingent commissions, net)	63,813.08
Mortgage Loans—Unpaid Principal	20,950.00	Other Liabilities (Including Estimated Taxes) . . .	179,684.15
Outstanding Premiums (Less than 90 days due)	213,221.55	Reserve to reduce securities to quoted Market Value as of December 31st, 1939	56,115.40
Accrued Interest on Investments	18,097.70		1,938,355.71
Other Assets	17,454.11	Capital—Paid In.	\$755,095.00
Total Admitted Assets	\$3,528,413.06	Net Surplus	834,962.35
		SURPLUS TO ASSURED	1,590,057.35
			\$3,528,413.06

Note: Bonds and Stocks are valued in accordance with requirements of State of New York Insurance Department. Included above are 2,231 shares of stock of insurance companies carried at a book value of \$52,031.05 for which no association value has been established. Securities carried at \$890,219.88 in the above statement are deposited for purposes required by law or contract.

The above balance sheet is only a condensed statement for comparative purposes.



ACCIDENT AND HEALTH

Conservation Plans Told at Chicago Club Gathering

Practical conservation ideas were brought out before the Chicago Accident & Health Association by representatives of four different types of organizations. The session was keyed by a telegram from E. H. Ferguson, Great Northern Life, who was to have presided, saying: "Sell them right and they stay sold."

Renewals should get more attention, R. C. Carson, Rockwood Company, said in presenting the multiple line agency viewpoint. This agency looks at accident business as a personal relationship between the agent and the policyholder and in that way maintains a high renewal rate. Inasmuch as an accident policy provides a contact for other lines, the multiple line agent consequently sees his policyholders frequently and in most cases no less than once every two months. This helps a good deal in conservation. Much care should be taken

with business during its first two years because if it survives that period, it will be fairly persistent, according to Mr. Carson. Although his agency's renewals are handled through the cashier's department, a close check is kept on them. Agents are impressed with the idea that it is just as important to sell renewals as it is new business.

Henderson Gives Views

In presenting the methods of a life-accident general agency, E. E. Henderson, general agent Pacific Mutual, said the renewal problem is more serious to the agent than to the general agent. The agent has a big margin of profit with a small overhead, while the general agent has a small margin and a large overhead. He cited the tendency toward neglecting business when a large volume is secured. Last year he found the agency made more profit on less volume because it serviced the business on the books with a higher degree of efficiency. In a survey Mr. Henderson found that out of 450 cases representing \$15,000 in premiums which came up for renewal the last six months of 1939, 76 for \$2,529 in premiums lapsed. Of this number

18 were replaced by other companies and 38 were due to the financial condition of the assured. The survey brought out several variances with general ideas about persistency, as 28 of the cases had been in force over two years and 39 between one to two years. Annual business is looked upon as more persistent but 50 out of 70 cases were on the annual basis, 19 semi-annual and 17 quarterly. Mr. Henderson is getting good results by using letters in conservation work.

Gets Renewals by Mail

C. Truman Redfield, manager Mutual Benefit Health & Accident, said that because of the low renewal commission it is difficult to get his men to spend much time on renewals. Most of the renewals are secured by mail and in January 89.8 percent of the premiums up for collection were paid. He stressed the point of personalizing premium notices and communications to policyholders. If they are signed with the name of the company the policyholder hesitates to call because he does not know whom to ask for. If the agent's name is used, the agent is usually out, especially if he is a good one, and the policyholder doesn't like to leave his name for a callback. All communications on renewals are sent out with the admonishment to "call Miss Owen." Mr. Redfield said he will con-

tinue that practice even if he has to change the name of future employees to "Miss Owen."

C. S. Revenaugh, Maryland Casualty, said that he secured the cooperation of all departments on getting renewals. He uses a series of stickers telling the value of accident and health coverages on renewal notices and other communications. He has secured a high renewal record.

An announcement was made about the annual stag to be held April 12 by Mr. Revenaugh. The Milwaukee association will present the program at a noon meeting and visitors will be invited to stay over for the stag that evening. John D. Rogers, Wisconsin manager Continental Casualty, and E. G. Maloney, Time, will speak at the regular session.

D. E. Compton, Provident Life & Accident, chairman of the Accident & Health Week breakfast committee, told of plans for that event which is to be held April 23. Harold R. Gordon, Health & Accident Underwriters Conference, general chairman Accident & Health Insurance Week, outlined the committee's plans for publicity and educational efforts.

Craftsman Has New Time Bond Policy

A feature of the Craftsman's new "Time Bond Superior" policy is the additional expense allowance benefit for fatal illness. The contract is an accident and sickness policy with the provision that when sickness results fatally during period for which indemnity is payable, the company will allow an additional indemnity to cover all reasonable expenses incurred during such sickness up to an amount not exceeding \$50.

The policy includes the usual accident indemnity allowance for principal sum losses and provides a total disability monthly indemnity benefit for twelve months with partial disability monthly accident allowance for two months, the aggregate indemnity allowed for both total and partial accident disability is twelve months.

The double indemnity provision covers the insured while riding as a fare paying passenger within inclosed part of any licensed conveyance provided by common carrier for passenger service when accident results in material damage to the conveyance and doubles the total disability indemnity, thus providing a double indemnity coverage for aviation accidents when the result of common carrier accidents.

The policy includes also under accident coverage identification allowance of \$100, a physician's fee benefit for non-disabling injuries of \$5 and hospital indemnity equal to an additional full monthly disability indemnity.

The illness coverage provides full indemnity for first six months of total disability confining sickness and half indemnity for the following six months. The non-confining sickness total disability indemnity is for a period of one month and elimination period under illness coverage to seven days. The policy is sold to class 1 risks only at a monthly premium of \$4.40 for a principal sum indemnity of \$500 and monthly indemnity of \$100.

Speakers Are Announced for Cleveland Sales Congress

CLEVELAND—The Cleveland Accident & Health Association will hold its spring sales congress April 12. Both morning and afternoon sessions will be held and eight speakers are being scheduled. Those to be heard include Judge Lee E. Skeel, common pleas court judge and president Cleveland Safety Council; C. L. Krum, associate manager Aetna Casualty, Cleveland; Superintendent Lloyd of Ohio, W. B. Cornett, Columbus, president National Accident & Health Association; Donald E. Compton, manager Provident Life & Accident, Chicago; A. W. Lorenz, resident manager Maryland Casualty,

A-1

The symbol of a first class vessel at Lloyds. The letter "A" refers to the character of the hull of the ship according to the material used and the workmanship. The figure "1" refers to the state of anchors, cables and other fittings. The term A-1 has latterly come into common use to denote anything of undoubtedly good quality.

—Words, Facts and Phrases by Eliezer Edwards.

Agents and policyholders rate the Bankers Indemnity Insurance Company

A-1

Bankers Indemnity Insurance Co.

Newark, New Jersey

of

THE American Insurance Group
Newark New Jersey



Cleveland; George F. Manzelmann, vice-president North American Accident, Chicago, and another speaker yet to be announced.

Hal Kirk, Indemnity of North America, is chairman of the general committee in charge of the sales congress. R. B. Coffman, Pacific Mutual Life, is program chairman.

A big rally meeting will be held March 25 to stimulate interest in the sales congress and in Accident & Health Insurance Week.

Hospitalization Writers on Coast Form Conference

SAN FRANCISCO—Plans have been completed for an association to be known as the "Pacific Coast Conference" composed of a number of western companies writing hospital, surgical and medical insurance for nonindustrial injuries and illnesses.

H. G. Baine, manager group medical department Associated Indemnity, has been named president; W. K. Smith, manager medical insurance department Pacific Employers, vice-president, and George W. Kemper, superintendent accident and health department Fireman's Fund Indemnity, secretary-treasurer. P. A. Kennedy, San Francisco attorney, is general counsel.

All companies writing hospital, surgical and medical expense coverages will be eligible. The conference plans to cooperate with the insurance commissioners in adoption of approved and recommended standard provisions. It also will work with doctors and recognized medical associations so that indemnity scales may be set up consistent with prevailing costs of medical and hospital care.

Dayton Committees Are Named

The following committee chairmen have been appointed by the Dayton Accident & Health Association: Frank Holloway, Pacific Mutual, Accident & Health Week; Joe Goetz, Travelers, membership; E. R. Noc, Business Men's Assurance, program, and C. F. Backus, Kentucky Central Life, grievance.

Hospital Mutual Asks Injunction

OKLAHOMA CITY—Injunction proceedings have been begun in district court here by the Hospital Mutual, Inc., to prevent the state insurance board from issuing a license to any company carrying the words "Hospital Mutual, Inc." in its caption. The plaintiff alleges it understands that another company, about to be launched, would use a similar name. March 15 has been set for hearing on a temporary injunction and April 5 on a permanent injunction.

Wisconsin National's Increases

Premium collections of the accident and health department of the Wisconsin National Life for January and February increased 19.5 percent over the same period in 1939. New business for the two months was 44.6 percent above the 1939 figure.

Miller San Francisco President

E. J. Miller, Massachusetts Bonding, has been elected president of the San Francisco Accident & Health Managers Club. C. C. Washburn, Preferred Accident, is vice-president, and Hubert Johnson, Commercial Casualty, secretary-treasurer. Directors elected are A. S. Holman, Travelers; Wayne West, Phoenix Indemnity, and Herman Lundy, Continental Casualty.

Stephan Is Columbus Speaker

Herschel L. Stephan of the Travelers spoke on "Selling Accident Insurance" before the Columbus (O.) Accident & Health Association.

Cincinnati Plans Breakfast

CINCINNATI—Following a custom which has been very successful in previous years, the Cincinnati Accident &

Health Association will have a breakfast opening Accident & Health Week April 22. Edward H. O'Connor, Bankers Indemnity, former president of the National Accident & Health Association, will be one of the speakers. C. L. Gurney, Mutual Benefit Health & Accident, is chairman of arrangements.

Plan A. & H. Week Observance

PHILADELPHIA—The Accident & Health Club of Philadelphia devoted its entire March meeting to a discussion of plans for observing Accident & Health Insurance Week. It will open with a

luncheon April 22. Heading the committee in charge is J. F. Leibig, Continental Casualty, former president of the club.

Boston Claim Men Hear Behan

Vice-president J. C. Behan of the Massachusetts Mutual Life spoke on the bearing of federal regulations on the insurance business before the Boston Life & Accident Claim Association.

Round Table for Newark Club

NEWARK—The Newark Accident & Health Club will hold a dinner-meeting

March 21. William Ford, Continental Casualty and William Barnes, Washington National, will conduct a round table on "Selling."

Award Fireman's Fund Trophy

R. L. Mannon, assistant chief underwriter Fireman's Fund Indemnity, represented Vice-president B. G. Wills at the San Francisco police luncheon March 7, when the Fireman's Fund trophy was awarded. It is presented annually to the police captain making the best all-round record for traffic safety in his district.



Your local agent will tell you:

INSURANCE!

You would not, ordinarily, think of an automobile as being especially like a bridge being built. Yet they are similar, and Insurance brings out how and why.

Your local insurance agent will tell you that both involve risk of loss for their owners. If the automobile has an accident causing injury or property damage, the owner proved negligent will, unless properly insured, lose.

In the same way, the town or city for whom a bridge is built may lose if the job

is not completed according to specifications. That is why contract bonds are so essential; they protect against loss through failure of the contractor to properly perform.

Automobile liability insurance policies and contract bonds are two of the many forms of insurance provided by local agents of AMERICAN SURETY and its affiliate, NEW YORK CASUALTY COMPANY. Let these representatives show you *beforehand* the answer to losses that may otherwise be unavoidable.

PREVENT—DO NOT LAMENT LOSS!

AMERICAN SURETY COMPANY NEW YORK CASUALTY COMPANY

HOME OFFICES: 100 Broadway, New York

Both Companies write fidelity, forgery and surety bonds and casualty insurance.

This advertisement appears in business and financial publications.

WOLVERINE INSURANCE COMPANY

LANSING, MICHIGAN

FINANCIAL STATEMENT

as of

DECEMBER 31, 1939

NET ASSETS		LIABILITIES	
Cash in Banks.....	\$ 236,676.93	Reserve for Unadjusted Claims	\$ 496,807.48
U. S. Government Bonds at Market Value	262,575.00	Reserve for Unearned Premiums	502,749.61
Other Bonds at Market Value	295,830.00	Commissions Due Agents	26,962.06
Stocks at Market Value..	98,325.00	Reserves for Estimated Taxes and Other Expenses	46,104.17
Mortgage Loans	181,112.32	Total Liabilities Except Capital	\$1,072,623.32
Real Estate	315,970.08	Capital	\$200,000.00
Premiums in Course of Collection	107,848.26	Surplus	233,690.84
Other Assets	7,976.57	Surplus to Policyholders..	433,690.84
	\$1,506,314.16		\$1,506,314.16

TERRITORY AVAILABLE IN MICHIGAN, OHIO AND INDIANA



GONE! MEANS OF FAMILY SUPPORT LOST

BECAUSE OF A TAVERN BRAWL
SOME ONE MUST PAY

AND IT IS USUALLY THE OWNER
OF THE BUILDING IN WHICH THE
TAVERN IS LOCATED

JUDGMENTS ARE NUMEROUS
AND ARE FOR LARGE AMOUNTS.
EVERY OWNER OR TRUSTEE OF A BUILDING IN WHICH
INTOXICATING BEVERAGES ARE SERVED
MAY LOSE HIS BUILDING
TO SATISFY A JUDGMENT.

FOR FULL PARTICULARS

A. F. SHAW & CO.
INSURANCE EXCHANGE, CHICAGO
Phone Wabash 1068

McComas Travelers Surety Man in Indianapolis

M. Stanley McComas, Jr., has been appointed assistant casualty manager in the Indianapolis branch of the Travelers. He is in charge of the new fidelity and surety division and will perform both field and underwriting duties. Mr. McComas has been assistant manager of the Fidelity & Deposit's Indiana branch to which he was appointed in 1936, originally going to Indiana as special agent in 1930. He entered the F&D's training school in Baltimore in 1926 and went to Detroit as special agent in 1927. The Travelers Indemnity will begin writing bonds June 1 and, in the meantime, Mr. McComas will be conducting schools of instruction and getting the agency plant ready to produce bond business.

Maryland Casualty Advances Bedell and Paul

Stephen Bedell, for the last three years manager of the compensation and liability department at New York for Maryland Casualty, has been promoted to agency and production manager. He succeeds George Hays, who has joined Continental Casualty.

Mr. Bedell has had 22 years' experience in the casualty business. He became associated with Maryland at New York in 1926.

George Paul, for three years a special agent at Newark of Maryland Casualty Company, has been named casualty underwriter to succeed Clinton L. Templeman, who has become Newark manager of Royal Indemnity and Eagle Indemnity.

A. G. Nash Resigns

A. G. Nash, claims manager of the Community Mutual Casualty, Cincinnati, has resigned to attend to some personal matters in Texas, and is succeeded by Robert Maloney, assistant secretary, who has been associated with the company several years.

Charles Taylor, Jr., Changes

Charles Taylor, Jr., who has been for the past six years Detroit manager for the J. M. Wilson Corporation, and assistant secretary of the Seaboard Surety Co., has resigned. He has represented the Seaboard Surety for about 12 years, in Washington, D. C., Cleveland and Chicago, before his transfer to Detroit.

He will be connected with the Cruickshank, DeCon & Suliburk agency in the Fox Theatre building, Detroit.

Valentine to Accident & Casualty

BOSTON—The Accident & Casualty has appointed John S. Valentine manager of the fidelity and surety division of the Boston branch office. He was formerly with the Employers Liability, attending its training school, and was stationed in Pittsburgh until 1929 when he returned to Boston as New England bond manager of the Guardian Casualty.

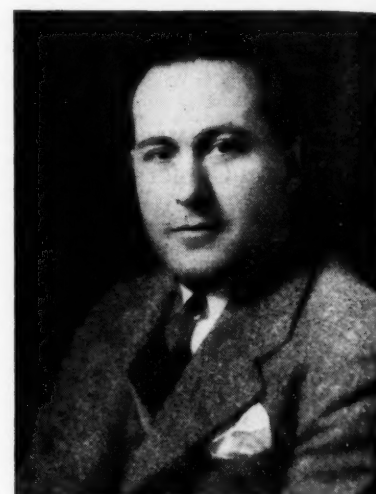
Hook Made Texas State Agent

Ed Hook, for a year special agent American Motorists in Kansas City, has been transferred to Texas, where he will be state agent.

Chicago Surety Group Meets

The Surety Underwriters Association of Chicago held its monthly meeting this week, A. A. Korte, of W. A. Alexander & Co., president, presiding. Plans were discussed for the annual golf outings to be held jointly with the Milwaukee Surety Underwriters Association. The first outing probably will be held in June, with a return engagement later. Chicago will be host at one of the events and Milwaukee at the other.

Newark Manager



C. L. TEMPLEMAN

C. L. Templeman, who has become the new manager at Newark for Royal Indemnity and Eagle Indemnity, has been in the casualty business since 1928, when he graduated from Johns Hopkins University. He started with Maryland Casualty at the head office and in 1931 was transferred to Newark. Recently he has been in charge of casualty underwriting there. He is secretary of the Accident & Health Club of Newark.

ASSOCIATIONS

Rouillard Gives Views on Auto Insurance in Boston

BOSTON — Commissioner Rouillard of New Hampshire explained the recent amendments and modifications of the New Hampshire financial responsibility law to the Casualty Underwriters Association of Boston with a large attendance. He said he believed the New Hampshire law the best in the country, as it contains something which made the public accident-conscious, the assigned risk plan, which was first adopted in New Hampshire.

In 13 months experience on 158 cars which had been placed in the assigned risk class, because rejected as undesirable by the companies, only three accidents had occurred, causing a monetary loss to the companies of but \$330. The accident frequency of the state was but 4.7 per 100 cars.

Speaking of companies selling insurance on motor cars at lower rates in other states, Commissioner Rouillard said he believed they are selling insurance below cost and would be hard hit in the next few years. The commissioner declared that if he found companies through competitive methods were losing 10 to 15 percent in other states, he would see to it that the rates were so fixed they would lose an equal amount in his state and he believes the courts will uphold him. He doesn't intend to have the companies make money in New Hampshire to balance their losses in other states.

Charles L. Walker, Portland inspector for the C.A.A., spoke before the

S. ALEXANDER BELL
Associated with
BAUMANN, FINNEY & CO.

Certified Public Accountants
Insurance Accounting, Audits and Systems
208 South La Salle Street, Chicago, Illinois
Telephone: Central 1570

Oregon Casualty Adjusters Association on "Safety in Aviation"

Hospitalization Des Moines Topic

DES MOINES—The Des Moines Casualty & Surety Club last Monday heard a talk on hospitalization insurance by William Billick, secretary of the Sentinel of Des Moines. The club at its March 25 meeting will hold a round-table discussion on the same subject.

Engineers Reelect Graham

A. R. Graham, Bituminous Casualty, was reelected president of the Casualty Engineers Association of Chicago; G. H. Cain, Indemnity of North America, first vice-president, and H. B. Salter secretary-treasurer.

New officers named are: K. M. Fowler, Continental Casualty, second vice-president; R. M. Kramer, Employers Mutual Liability of Wausau, third vice-president. Named to the board of directors were H. L. Gordon, Continental Casualty; C. B. Fritz, Employers Mutual Casualty of Des Moines, and Charles Gable, General Accident.

D. M. Wood, Jr., to Speak March 19

Donald M. Wood, Jr., Childs & Wood, Chicago, will address the Casualty Underwriters Association of Chicago on March 19 on analyzing financial statements of casualty companies.

Bankers Blanket Bond Rates Are Slashed

(CONTINUED FROM PAGE 25)

percent over the basic rate and for Form No. 2 with misplacement, from 45 percent to 25 percent over the basic rate. For Form No. 2 without misplacement, the charge remains at 5 percent over the basic rate, but retroactive restoration up to \$100,000 is now included. The charge for Form No. 8 Revised without misplacement, a new item in the schedule, is 30 percent over the basic rate.

Discounts for large bonds for assured other than savings banks have been increased materially. Reductions now start on amounts of insurance in excess of \$500,000, whereas previously they began at \$1,000,000. The first \$500,000 in excess of \$500,000 is discounted 25 percent, the next \$500,000 in excess of \$1,000,000 40 percent, the next \$500,000, 55 percent, and amounts in excess of \$2,000,000 are discounted 70 percent. The old discounts began with amounts in excess of \$1,000,000 and were 25 percent for the first \$500,000 in excess of \$1,000,000, 40 percent for the next \$500,000 and 70 percent thereafter.

The reductions and changes are retroactive to March 1, with pro rata refunds to assured. If the assured agrees to increase the bond or broaden the coverage, or both, pro rata refund will be applied toward the additional charge. Cancellation and rewriting will be on a short rate basis and extension of term

POSITION WANTED

Lawyer, 29, three years experience general and automobile insurance subrogation practice, wants position claim adjuster or in home office claim department. Single, locate anywhere.
ADDRESS L-38, NATIONAL UNDERWRITER
175 W. Jackson Blvd.
Chicago

ACCOUNTANT AND CASUALTY STATISTICIAN, now employed in that capacity, desires to make a change. Has had years of experience in compilation of financial statements, with related underwriting and investment schedules; also in all forms of taxation, including Federal Income. If interested can furnish excellent references.
ADDRESS L-37, NATIONAL UNDERWRITER
175 W. Jackson Blvd., Chicago

AUTOMOBILE ADJUSTER WANTED

Immediate employment offered in Chicago Claim Office of automobile specialty company; automobile fire, theft, collision experience necessary. Application should give full particulars, age, salary, past employment, reasons for change, etc.
ADDRESS L-35, NATIONAL UNDERWRITER
175 W. Jackson Blvd., Chicago

will be at short rates for the increased term.

This is the second important blanket bond change in a month. Late in February, the optional forgery insurance section of brokers blanket bond No. 14 Revised was broadened to constitute a combination of the forgery coverage under bankers blanket bond No. 8 Revised and that of the depositors forgery bond.

CULLEN FEARS RATE WAR

CINCINNATI—In a surprise appearance before the Cincinnati Casualty &

Surety Association, Vincent Cullen, New York, president National Surety, said that the bankers blanket bond rate and form changes will cost the Towner Bureau companies \$1,500,000 a year and their agents approximately \$150,000. He said an open rate war will come if this readjustment does not relieve the strenuous non-bureau competition.

Mr. Cullen revealed that the changes represent a compromise, his own company preferring a new limited bond for smaller banks. He predicted that many banks will change from Form No. 8 to Form No. 2 at the new rates. The

profitable experience in bankers blanket bonds during the last six years has brought non-bureau companies into the picture at 30 to 50 percent below normal in some cases, Mr. Cullen said, and the bureau companies, facing protests from their agents, made the drastic cuts to hold their agency plants even more than to hold their bond business.

G. T. Snyder, agent at Oregon, Ill., died. It is expected that his wife, Mrs. Edna R. Snyder, will assume charge of his business.

Send \$2 for Policy Sales & Survey Analyzer to National Underwriter.

"Unforeseen events . . . need not change and shape the course of man's affairs"



BAD LUCK?

To many people, breaking a mirror is a sure sign of impending calamity. Such is the power of superstition.

Better than relying on superstition . . . better than court-
ing good luck . . . is to make sure of a cushion against the
effects of bad luck.

You may suffer an injury despite every precaution . . .
and a Maryland accident policy is the best shock absorber
for this kind of bad luck. A broken leg can cost you a lot
of money . . . a hospital sojourn requires cash.

Even though you break no mirrors, the chances are about
one in thirty that you will be an accident victim this year.
Why take such a risk unprotected, when for a compara-
tively small sum you can get a policy that will provide an
income should misfortune single you out?

The policy that you get should also take care of your
doctor's and hospital bills. Your Maryland agent or broker
can tell you about this timely feature of our coverage . . .
Maryland Casualty Company, Baltimore.

The Maryland writes more than 60 forms of Casualty Insurance and Surety Bonds. Over 10,000 Maryland agents and brokers
are equipped to help you obtain protection against unforeseen events in business, industry and the home.

THE MARYLAND

This advertisement appears in TIME • FORTUNE • BUSINESS WEEK and FORBES during the month of March

Bureau Cuts Truck Rates; New Group

(CONTINUED FROM PAGE 23)

cel post delivery, wholesale meat dealers and packers, junk metal dealers, milk dealers and dairies, moving vans used beyond a 50 mile radius, oil field equipment dealers, rural free delivery, sand and gravel dealers, service cars, stock yards, structural iron and steel dealers, waste paper dealers and a few other classes. Classes 2 and 3 continue as before.

Few Changes on Other Classes

In the majority of states, the rates for classes 2, 3 and 4 are unchanged, but the rates for the new class 5 are about 15 percent below class 4. The National Bureau estimates that this change will result in an aggregate

premium reduction of about 10 percent. Police and fire department automobiles, other than ambulances, have been reduced from light class 2 to light class 3, which amounts to a reduction of 25 to 30 percent in many cities. In many rural territories there is no premium differential between these classes.

The garage liability policy has been authorized for farm machinery and implement dealers, on the same basis as automobile dealers and repair shops. The manual defines these new eligible assured as risks principally engaged in the business of selling and repairing automobiles and other equipment capable of moving under its own power, such as specially constructed machinery, farm implements, road rollers, graders and scrapers, farm trucks, tractors and truck-tractors. There has been considerable demand from rural centers for extension of the policy to risks of this type. Previously these assured had to be covered by a combination of automobile and general public liability in-

surance. A considerable volume of this business is expected.

The rule for drive other cars insurance has been broadened to cover without additional charge the employer of any individual protected by the limited drive other passenger automobiles endorsement. The minimum premium for private non-ownership liability insurance has been cut from \$10 for bodily injury liability and \$5 for property damage liability to \$4 and \$1, respectively. This covers the assured against liability from operation of automobiles by domestic servants and other employees in his private activities. The rules for medical payments coverage have been incorporated in the manual.

New Funeral Directors Rules

The rules for funeral directors have been moved from the public automobile section to the miscellaneous rules section. Specific rates are now published for funeral cars owned by the assured. They are about 50 percent over the private passenger rates and in most states will amount to less than the old charge of 50 percent of the private livery rate. Cars hired by funeral directors are now rated at 25 percent over the private passenger hired cars rate, which also amounts to a reduction in most cases. The old charge was the private livery earnings rate plus 10 percent.

A new fleet rule provides that in states where licensing of trailers is required no premium charge is to be made for the time a trailer is unlicensed and not in use and that where licensing is not required no charge shall be made for the time an unlicensed trailer is not in use, provided the company is notified in advance that the trailer is to be taken out of service and it remains out of service for 60 consecutive days. Another new fleet rule provides that automobiles and trailers hired by the assured for a long term and insured on a specified car basis at the rate applicable to automobiles and trailers owned by the assured shall be included in the fleet rating.

The new rules apply in all states and the District of Columbia except New York, New Hampshire, Virginia, Louisiana, North Carolina, Oklahoma and Washington. The bureau states that medical payments coverage is not effective in Minnesota, Missouri, New Hampshire, New Jersey, New York and Pennsylvania.

Brodsky Tells of Field for Fidelity Coverage

(CONTINUED FROM PAGE 5)

In actual cases, Mr. Brodsky said that some companies have been unwilling to convert restrictive schedule bonds to blanket coverage at the same or some times a lower premium. He said that he considers this very unwise, because a competitor will do it if the company does not, and he urged every agent to act accordingly. He said that the only cases where he believes schedule bonds should be retained are in adversely experienced and surcharged lines, such as trucking companies, realty management companies and oil station chains. He worked out a hypothetical premium under a blanket bond and urged the agents to be very careful in getting the correct duties of each employee for proper classification. He also said that an important improvement in the bond is the permission to exclude employees who are normally surcharged because of bad experience and frequency of losses, such as salesmen, canvassers, demonstrators, chauffeurs, bus drivers, gas station managers and certain employees in chain stores. This makes it possible for an employer who is interested primarily in bonding his inside employees to get blanket bonds covering his major hazards.

Admitting that it is difficult to convince many employers of the fidelity hazard, Mr. Brodsky pointed out that

dishonesty usually occurs almost unwittingly and perhaps unwittingly at first. Trusted employees become defaulters gradually, being pushed by some unusual motive, in unusual circumstances and with unusual opportunity. This is as much outside the employer's control as the fire started by a bolt of lightning or defective wiring or an injury to an employee or third party. In addition to the actual money damage, the demoralization in an organization when an embezzlement occurs is tremendous. Officers seek to find out which employee is the criminal, workers suspect each other and even when the embezzler has been sent away, the atmosphere of suspicion continues to pervade and hamper the organization. The bonding companies render a great service in preventing losses and Mr. Brodsky urged his audience to insist upon individual employee applications whenever possible.

Illustrating how little the average employer appreciates the fidelity hazard, Mr. Brodsky said:

"He does not realize that these depredations run in large amounts—\$6,000 for stamps over a period of four years in a four man concern; \$12,000 in two years where five men worked; \$20,000 over a period of three years in a firm of 20 employees; \$40,000 in one swoop in an office where three men were employed; \$55,000 over a period of five years in a lumber company employing 35 people; \$100,000 in one year in a large automobile agency; \$150,000 in a tire manufacturing concern. He does not realize that these losses have been occasioned by officers of corporations, by comptrollers, by auditors, by bookkeepers, by clerks, by watchmen, by cleaners. He does not realize that a recent \$150,000 loss was occasioned by a bookkeeper in a business whose annual turnover was less than \$1,000,000. He has never heard that a \$100,000 loss in one of our automobile manufacturers occurred through the collusion of a foreman, one watchman, and one truck driver. He has not read the Philadelphia papers of a month ago headlining \$500,000 (call it \$100,000 for conservatism's sake) stolen through the systematic pilferage of freight by 38 employees at one loading platform of a truck company. The businessman, and you too, may not realize that the most numerous defalcations run somewhere in the \$5,000 to \$25,000 bracket and in the smaller and everyday business concerns; in those concerns where the loss of \$5,000 or \$20,000 may crimp the operation of the concern; may stop the flow of its bank credit or cut off the supply of essential materials."

Aetna Chicago Meeting

C. G. Hallowell, vice-president at the home office, will be chairman at the annual sales congress of the Chicago office of Aetna Casualty at the Congress Hotel March 25. About 300 agents from Manager George Tramel's territory are expected to attend the meeting, which is one of the annual series of Aetna congresses throughout the country. Aetna's automobile insurance campaign starts April 1 and this will be stressed at the meeting.

All the speakers will be home office men from Hartford. In addition to Mr. Hallowell, A. E. Redding, agency supervisor in charge of the home office school, will discuss water damage, general liability, combination residence, sprinkler leakage, burglary, fidelity and surety lines. R. C. Larson, agency supervisor, will speak on accident and health. A. D. Bryan, agency supervisor, will talk on the Aetna plan of risk analysis and G. M. O'Brien, home office representative, will handle automobile insurance.

Frank R. Hotchkiss, superintendent of agents of the commercial accident and health department of the Great Northern Life at the time of his retirement in 1936 on account of his health, died last week in California, where he had been for the past two years. He was with the Great Northern for more than 20 years and was well known among accident and health men.

Premiums Written

1937	\$2,900,970
1938	3,228,204
1939	3,698,239



**COMMERCIAL STANDARD
INSURANCE COMPANY**
FORT WORTH, TEXAS

Opportunities *Income*
for Salesmen in *Insurance*
48 *Specialists*
States
• NORTH AMERICAN ACCIDENT
INSURANCE COMPANY • 209 SO. LA SALLE STREET
CHICAGO

REINSURANCE — EXCESS COVERS

EXCESS UNDERWRITERS, INC.

JOSEPH P. GIBSON, JR.
PRESIDENT

MORTIMER D. PIER
SECRETARY

90 John Street

New York, N. Y.

March
P
Ne
Su
Her
questi
period
the N
writer
The
additi
cause
or ma
A
custo
and c
dealer
prop
sion
tomen
False
A
merci
house
of an
the in
True
A
under
wind
open
False
Th
insur
in bu
A
form
claus

POINTERS FOR LOCAL AGENTS

New Jersey Agents Are Subjected to True-False Quiz

Herewith are presented some of the questions that were given at the quiz period during the mid-year meeting of the New Jersey Association of Underwriters:

The plate glass policy covers, at no additional cost, damage to insured glass caused by acid or chemicals accidentally or maliciously applied. True.

A garage employee, after repairing a customer's car, was giving it a road test and crashed into a tree. The automobile dealers and garage bodily injury and property damage policy, without extension of coverage, will cover the customer's claim for damage to his car. False.

A heating contractor used his commercial automobile to help move some household furniture of a friend. In case of an accident under such circumstances, the insured contractor would be covered. True.

A mercantile open stock policy covers under its definition of premises show windows which both open and do not open into the interior of the premises. False.

The coinsurance clause and the coinsurance limit have the same meaning in burglary insurance. False.

A primary commercial blanket bond, form A, has an automatic restoration clause to the extent of any loss payment

disbursed under the bond. True.

There is no frontage charge in the premium for an O. L. & T. policy on store risks, except department stores and dry goods stores. True.

Windstorm and hail coverage, under the extended cover endorsement, is as broad as that obtainable under a specific windstorm policy. True.

The gross earnings form of use and occupancy is applicable to both manufacturing and mercantile risks. False.

A merchant who ships only by most reputable and financially able carriers does not need transportation insurance. If a loss occurs, the carrier will always be liable. False.

The personal effects floater does not insure all of the personal property of the insured and his family. True.

A tractor and a trailer are separately insured under a policy which includes \$100 deductible collision. Both vehicles while being operated as a unit are damaged by collision. The deductible amount will apply to the loss on each vehicle separately. True.

The insured named in a comprehensive policy is John Smith and United Finance Company. John Smith disappears with the car before it is fully paid for. The insurance company is liable to the finance company for its loss. False.

New Jersey permits retrospective rating in workmen's compensation insurance. False.

New Jersey permits the attachment of an automobile medical payment rider to the automobile public liability and property damage policy. False.

The expression N. P. D. as found in

the workmen's compensation manual means. No Premium Deposit. False. It means No Payroll Division.

Smudge damage is covered under the standard fire insurance contract. False.

Common hazards in fire insurance may be classified as light, heat, power, storage and management. True.

Casualty Sales Suggestions from Minnesota Meeting

F. W. Selsor, claims attorney of the Fidelity & Casualty, was a featured speaker at the Minnesota Insurance Agents Association meeting at Minneapolis. His subject covered fidelity claims. He discussed these at length, citing numerous ones taken from the claim files of the company. Many mentioned were unusual and gave his audience a rare chance to go "behind the scenes" and to get at first hand an intimate glimpse of a large bonding company's claim activities and the difficult problems met and solved when fidelity bond claims are presented.

Overcoming Objections

A portion of Mr. Selsor's talk was devoted to overcoming objections by agents and brokers on the part of prospective purchasers of fidelity bonds.

"You will invariably run into the objection," said Mr. Selsor, "that the em-

ployees have long been in the service of the organization and do not need to be bonded. This has been proven erroneous many times over. Some of the largest defalcations have come about through the activities of just such old time trusted employees.

"You will also be told that the employer feels, and thinks that his employees will too, that bonding reflects on their character. This, of course, is also farthest from the truth, as anyone, whom a high grade company bonds, has a character certificate of the highest type, the issuance of a bond proving that nothing in any way objectionable has been uncovered by our investigations and that on the basis of past and present performances the applicant rates grade A."

Mr. Selsor stated that it has been the company's experience that when an employee knows he is bonded it acts as a

(CONTINUED ON LAST PAGE)

OUR AGENTS ALWAYS
GET A BIG SHARE
OF THE AUTOMOBILE
AND CASUALTY BUSINESS
IN THEIR TERRITORIES

• [Preferred rates backed by
a dependable organization] •

UTILITIES INSURANCE COMPANY

A STOCK HOME OFFICE COMPANY

ST. LOUIS MISSOURI

Direct contracts available for conservative
and successful agents in Illinois, Indiana,
Iowa, Missouri, Ohio, Nebraska, Colorado,
Oklahoma, Tennessee and Texas

BACKING UP A "PROMISE"



It is one thing to commit a promise... another to execute it. Agents of this combined organization are backed up with a high degree of technical skill, engineering experience and underwriting knowledge.

WE SPECIALIZE IN: Fire and Allied Lines... Automobile... Inland Marine... Plate Glass... Burglary... Automobile Public Liability (all forms)... Special Risk Public Liability.

Telephone: RAndolph 8090

DEARBORN NATIONAL
INSURANCE COMPANY

GREAT LAKES
CASUALTY COMPANY

HOME OFFICE: UNITED ARTISTS BLDG., DETROIT

A · DIRECTORY · OF RESPONSIBLE INDEPENDENT ADJUSTERS.

ARIZONA

LYLE ADJUSTMENT COMPANY

ELLIS BLDG., PHOENIX
All Lines
BRANCHES
TUCSON FLAGSTAFF YUMA
Woolworth Bldg. Masonic Bldg. 524 Orange Ave.
Covering—Arizona, Western New Mexico, Southern
Utah and Imperial Valley, California

ARKANSAS

CENTRAL ADJUSTMENT COMPANY

E. E. Snapp, Manager
Suite 306 Exchange Bldg.
Little Rock, Arkansas
BRANCH OFFICES
Fort Smith Office El Dorado Office
217 First Nat. Bank Bldg. 208 N. Washington
Jonesboro Office
Bank of Jonesboro Bldg.

CALIFORNIA

J. P. McHALE & CO.

General Adjusters
for Insurance Companies
1031 South Broadway
LOS ANGELES, CALIFORNIA
Representing 45 insurance companies—
All Lines.
Since 1915

PECKHAM & GREEN

General Insurance Adjusters
318 Fidelity Building, Los Angeles
Telephone: TRinity 7671
Spreckels Theatre SAN DIEGO Brix Bldg. FRESNO
Phone: Main 5138 Phone 3-1105
Professional Bldg. 1314 - 17th St. BAKERSFIELD
EL CENTRO Phone: 499

RELIABLE—RESPONSIBLE—COMPETENT

RETAIL REPORTING CO., Inc.

EXECUTIVE OFFICES
643 SOUTH OLIVE ST. LOS ANGELES 425 MARKET STREET SAN FRANCISCO
11 BRANCH OFFICES IN CALIFORNIA
SPECIAL INVESTIGATIONS—Adjustments—REPOSSESSIONS
PROPERLY LICENSED, BONDED AND INSURED

F. E. Tidwell & Company

639 So. Spring Street
Los Angeles, Calif.
Trinity 9644
Investigations and Adjustments for the companies
only. Los Angeles and Southern California, Casualty,
Automobile, Fire and Inland Marine.

W. E. GRIFFITH & SON

332 Pine Street, San Francisco
Insurance Claims Adjusters
Oakland Office: 1736 Franklin San Jose Office: 246 South First St.

W. C. NICOLL & SON

ADJUSTERS
Fire Losses—Inland Marine
Phones: 24 hour Service
San Francisco 114 Sansome St. Oakland Higate 2233
Sutter 4884

COLORADO

HENKEL ADJUSTMENT CO.

Fire, Automobile, Marine and
Casualty
17 Years' Experience in Loss Adjustments
Telephones: Main 5310, Main 5319
Suite 660, Gas and Electric Bldg.
Denver, Colo.

CONNECTICUT

ADJUSTMENT SERVICE COMPANY, INC.

of Connecticut
Investigations, Adjustments, Inspections
Complete Safety Engineering Service
24 Hour Service for Every Kind of
Insurance
Capitol National Bank Bldg.,
Hartford, Connecticut
Phone Hartford 6-2222

DIST. OF COLUMBIA

NICHOLS COMPANY INSURANCE ADJUSTMENTS

Representing Companies Only Since 1921
Woodward Building, Washington, D. C.
Mutual Building, Richmond, Va.
Masonic Bldg., Winchester, Va.
604 Mercantile Trust Bldg., Baltimore, Md.
401 Wareham Bldg., Hagerstown, Md.

ILLINOIS

WILSON S. LEVENS & CO.

ADJUSTERS — ALL LINES
Insurance Exchange Bldg. Chicago

PHONE HARRISON 8280 THOMAS T. NORTH ADJUSTMENT COMPANY

Adjusters
All Lines
Insurance Exchange Building,
175 W. Jackson Blvd.
Chicago

A. B. Litow—B. I. Hayman—A. M. LeBlanc JOSEPH RICE & CO.

Insurance Exchange Building
Chicago

WAGNER & GLIDDEN, INC. TOPLIS & HARDING, INC. INSURANCE ADJUSTMENTS ALL LINES

Chicago Los Angeles New York
and
Detroit
Offices Throughout the World

Established 1899 WHITNEY & MILLER ADJUSTMENTS

175 W. Jackson Blvd. CHICAGO

PEORIA Angus B. Ferdinand BONDED

1046 Jefferson Bldg.
Oldest and Most Reliable
All Lines

CLARENCE W. HEYL

6th Floor Central National Bank Building
Peoria, Illinois
Investigations and adjustments in all insur-
ance lines.
Representing thirty leading companies
Phones—Office 8184
Night 4-2051, 2-2251, 5027

J. L. FOSTER

314 First National Bank Building
Springfield, Illinois
Fire - Automobile - Casualty

LIVINGSTONE ADJUSTMENT SERVICE

C. A. LIVINGSTONE, Former President of
ASSOCIATED ADJUSTMENT BUREAU, INC.
Phone 7531, Night Phones 2-7335—3-1034
Insurance Claim Investigations and
Adjustments All Lines
619 E. Capitol Ave., Springfield, Ill.
Covering All of Central Illinois

ILLINOIS (Cont.)

C. A. MOORE AND ASSOCIATES

INSURANCE ADJUSTERS
Representing companies only
Phone 2-7833 Night Phones: 9254, 7275
Leland Office Building, Springfield, Illinois
BRANCH OFFICES
MARION, ILL. EAST ST. LOUIS, ILL.
Boles Building 5609 Lake Drive
Day Phone: 777 Day Phone: Express 64
Night Phone: Marion 622 Express 64 and East 1054
DECATUR, ILL. Day Phone: 5757
Standard Office Building, Night Phone: 2-2593 and 2-2616
Covering All of Central and Southern Illinois

INDIANA

CENTRAL ADJUSTING COMPANY

Consolidated Bldg. Indianapolis, Ind.
John T. Hume, Jr., V. P. & Gen. Mgr.
BRANCHES: HAMMOND
514 Old Nat'l Bldg. 407 Lloyd Bldg.
FORT WAYNE SOUTH BEND
550 Lincoln Tower 711 Odd Fellows Bldg.
All Lines: Specializing in Automobile, Inland
Marine and Fire.

INDIANA ADJUSTMENT COMPANY

130 E. Washington Street
INDIANAPOLIS
AUTOMOBILE AND CASUALTY
Resident Adjusters at
Evansville, Fort Wayne, Terre Haute, In-
dianapolis, South Bend, Richmond and Louis-
ville, Ky.

EUGENE McINTYRE Adjustment Co.

All Lines of Automobile, Casualty and
Inland Marine.
Eight East Market Street
Indianapolis
Branch Offices: Muncie, Ind., and
Terre Haute, Ind.

Foley Adjustment Bureau ADJUSTERS

Phone 4-1186
Northern Indiana — Southern Michigan
Fire, Automobile, Casualty, Compensation
Inland Marine
215-218 Christman Bldg. South Bend, Ind.

KANSAS

Tharp Adjusting Co.

Office Phone 3-5611 Res. Phone 3-2536
Kansas—Northern Oklahoma
Automobile—Casualty—
Compensation
204 Fourth National Bank Bldg.
Wichita, Kansas

MARYLAND

NICHOLS COMPANY

INSURANCE ADJUSTMENTS
Representing Companies Only Since 1921
604 Mercantile Trust Bldg., Baltimore, Md.
Woodward Building, Washington, D. C.
Mutual Building, Richmond, Va.
Masonic Bldg., Winchester, Va.
401 Wareham Bldg., Hagerstown, Md.

MICHIGAN

ROBERT P. SCHOLTE

Houseman Bldg.
Grand Rapids, Mich.
Investigating, adjusting insurance claims,
companies only, in and around Grand Rapids.
Correspondents all nearby cities.

MISSOURI

Southeastern Missouri
Southern Illinois
Northern Arkansas

E. V. Cole

1617 Broadway, P. O. Box 104
Cape Girardeau, Mo.

NEBRASKA

J. H. BALL

Independent Adjusting and Inspection Office
FIRE—Tornado Automobile—Casualty
A Complete Service for Insurance Companies.
Twenty Years of Satisfactory Service.
GRAND ISLAND, NEBRASKA
P. O. Box 815
Residence Phone 1873—Office Phone 494

OHIO

CLINTON B. DOWNS

Adjuster for Insurance Companies
Phones: Office: Main 2243
Res.: University 7916
3906 Carew Tower
CINCINNATI, OHIO
Serving Southern Ohio, Indiana and Northern
Kentucky

HERMON N. GEORGE ADJUSTER

For the Insurance Companies
Investigations, Appraisals, Adjustments
23 Years Experience
714-715-716 MAHONING BANK BLDG.
YOUNGSTOWN, OHIO
Phones: Office 60540, 74165. Night Phone 21380

OKLAHOMA

H. C. SEITZ ADJUSTER

Fire, Inland Marine, Automobile
Mercantile Building
Phone 7-3318 Oklahoma City, Okla.

OREGON

E. L. McDOUGAL & ASSOCIATES

1431-37 American Bank Bldg.
Portland, Oregon
Statewide Service
Night phone Garfield 8751
Office phone Beacon 5178

TENNESSEE

Raymond R. Ramsey Volunteer Bldg. CHATTANOOGA

Fire, Tornado and Inland Marine . . . Public
Liability . . . Property Damage . . . Auto-
mobile, Fire, Theft, and Collision . . . Serving
Tennessee, North Georgia and North Alabama

SAM D. RHEM, JR.

Insurance Adjuster
Facilities for handling all types of claims
in Western Tennessee, Eastern Arkansas
and Northern Mississippi.
Columbian Mutual Tower
Memphis, Tennessee

UTAH

UTAH INSURANCE ADJUSTMENT

1203 Continental Bank Bldg.
Salt Lake City, Utah
D. R. Parkinson, Mgr.
Office Tel.—Wasatch 2188
Home Tel.—Hyland 2943
Complete claims service, automobile coverage—cas-
ualty—burglary—compensation—fidelity—surety.
Representing insurance companies only.
DAY AND NIGHT SERVICE

VIRGINIA

NICHOLS COMPANY INSURANCE ADJUSTMENTS

Representing Companies Only Since 1921
Mutual Building, Richmond, Va.
Masonic Bldg., Winchester, Va.
604 Mercantile Trust Bldg., Baltimore, Md.
Woodward Building, Washington, D. C.
401 Wareham Bldg., Hagerstown, Md.

FIRE INSURANCE NEWS BY STATES

MIDDLE WESTERN STATES

Minneapolis Club's 20th Anniversary

MINNEAPOLIS—The 20th anniversary dinner of the Insurance Club of Minneapolis, held during the Minnesota Association of Insurance Agents mid-year conference, was attended by nearly 400. They witnessed a brief stage show and heard a witty talk by Insurance Director Palmer of Illinois.

G. B. Stephenson, Fred L. Gray Co., president of the club, gave a brief history of the club and then introduced Harold Holker, one of the charter members and still active in its affairs. He is assistant manager of the Maryland Casualty in Minneapolis.

Mr. Holker gave some reminiscences on club history and offered a toast to the memory of the early leaders in the organization who have passed on. Among them he mentioned Fred L. Gray, Howard Van Campen, Charles W. Sexton, Frank Esterly, John Hopkin, Art Armitage and Alexander Campbell.

Palmer Talks in Lighter Vein

Mr. Palmer's talk largely was in the lighter vein but he injected a few serious remarks bearing on state and federal regulation and company and agency problems. His subject, "Little Men Upon the Stair," had his audience intrigued until he began to list the "little men." Included were commissions and brokerage control by companies, a model insurance code, definition of admitted assets, regulation of rates, HOLC, household floaters, finance companies, consumer cooperatives and federal regulation of the business.

Questions Federal Regulation

He treated most of them from a humorous viewpoint but in his more serious moments said he did not believe congress was in a mood for federal regulation; said there was little chance for an insurance code that would be "100 percent perfect," and saw little chance of entirely eliminating the part-timer from the business.

As to public relations, Mr. Palmer said

INDEPENDENT ADJUSTERS (Cont.)

WASHINGTON

WILKINS & MILOT INSURANCE ADJUSTERS

Fire—Automobile—Casualty—Inland Marine
Insurance Building, Second & Madison
Seattle

ELiot 0600
John A. Milot

WEST VIRGINIA

JOHN C. WYCKOFF CO.

INSURANCE ADJUSTMENTS
MAIN OFFICE FAIRMONT, W. VA.
BLUEFIELD, W. VA. CLARKSBURG, W. VA.
Ferry Building Goff Building
HUNTINGTON, W. VA. WHEELING, W. VA.
Chesapeake & Ohio Bldg. Wheeling Bank and
Trust Building
CHARLESTON, W. VA.
Kanawha Valley Building
PARKERSBURG, W. VA.
Union Trust Building

WISCONSIN

Nurnberg Adjustment Co.

General Adjusters
Fire, Windstorm, Hail, Automobile, Casualty,
and Inland Marine
Underwriters Exchange Bldg.
MILWAUKEE
622 N. Broadway Phone Dally 5439
Branch Offices:
Antigo, Madison and Eagle River

that if the state departments perform their duty conscientiously, they will do a great deal to maintain public confidence in the insurance business.

Mutuals Will Cooperate on Milwaukee Patrol Plan

MILWAUKEE—Representatives of mutual fire companies have informed the city council's joint finance and utilities committee that they are quite willing to support the fire insurance patrol service in proportion to the service which they receive. At a meeting with the city officials and fire department representatives, A. V. Gruhn, Chicago, representing the American Mutual Alliance, was the principal spokesman for the mutuals. He explained that the mutuals felt they had received little, if any, benefits from the fire patrol service in recent years and, therefore, have not participated in financing the patrol costs. However, he explained, should the service be fully restored on a complete city-wide basis and particularly as a part of the city fire department, the mutuals would contribute in proper ratio.

The local patrol service was discontinued Feb. 1 by the Milwaukee Fire Insurance Patrol Board when the stock companies, principal contributors of 2 percent assessment on annual Milwaukee premiums, voted to abandon the patrol.

The patrol's equipment has been offered to the city for use by city firemen, but the fire chief maintains he has not sufficient funds to carry on. Ald. William Esser, committee chairman, has held meetings with both stock and mutual representatives in an effort to reinstate the service, at least until provision can be made in the new city budget for next year. Following the individual meetings, a joint meeting is now planned at which it hoped to work out a system of restoring the service and distributing its cost equitably among stock and mutual companies.

Discuss Iowa Convention Plans

DES MOINES—The Des Moines Association of Insurance Agents at its meeting Friday will have as guests several of the officers of the Iowa association to discuss plans for the annual meeting here Sept. 4-6.

Among those attending the meeting will be Harry C. Brown of Mason City, president; John S. Cutter of Shenandoah, secretary, and B. C. Hopkins of Des Moines, chairman of the executive committee.

The executive committee of the state association will hold an executive session Friday afternoon and will take up the question of holding regional meetings over the state in May and June. Later the executive committee will meet with fire and casualty field men at a dinner conference.

Revised Forms in Ohio

The Ohio mercantile building form No. 122S, and the church form No. 26 have been revised. The new mercantile building form specifically covers metal smokestacks and awnings, except against windstorm and hail, and covers them against these hazards if an 80 percent or higher coinsurance clause applies to them. This makes the form as broad as the rules permit, and eliminates the necessity for any endorsement.

In the revised church form, the working of the glass pro rata clause has been changed. Both new forms contain a new item for specific insurance on building foundations. There has been much

discussion about insuring foundations and the opinion of most fire insurance men is that the Ohio valued policy law makes it desirable to use a separate item for them.

Ask HOLC Data in Toledo

TOLEDO, O.—Members of the Toledo Association of Insurance Agents have been asked to cooperate with Norman W. Reed, secretary, in combating "what appears to be a concerted effort on the part of the Home Owners Loan Corporation to gain control of all insurance on property securing its loans." Members were asked to submit all pertinent facts, relating particularly to solicitations where no distress exists. President K. C. Rowland has appointed a special committee on publicity headed by Glenn L. Fitkin as chairman.

C. A. Moore Announces Plans

C. A. Moore, who was formerly associated with C. A. Livingston in the Associated Adjustment Bureau at Springfield, Ill., now announces his plans. He is establishing his main office in the Leland Building in Springfield as C. A. Moore & Associates and is conducting branches at Decatur, East St. Louis and Marion. He has been in the adjusting business more than 20 years. He is a member of the executive committee of the National Association Independent Insurance Adjusters. Associated with Mr. Moore are Stanley Yanor at Springfield; James Harris at Marion; R. T. McCart at Decatur and R. L. Lyman at East St. Louis.

Mr. Livingston's plans were previously announced.

New Houghton County Committees

CALUMET, MICH.—U. W. Tervo, president of the Houghton County Underwriters Association, has announced his committee appointment. On the executive committee are: W. C. Van Orden, chairman; E. F. Kratt, A. J. Beaudry, John Healy, L. J. Braun and G. H. Roberts. G. R. Pichette is secretary and ex-officio member of all committees.

Discuss Credits and Collections

TOLEDO, O.—Monthly meeting of the Lucas County Insurance Board, which is celebrating its first anniversary, was held here Tuesday. W. G. Wandel, executive secretary, discussed "Credits and Collections." He said collections properly handled will increase income and improve the good will of the insurance business. He also explained a method of financing long-term insurance contracts which he has found useful.

Field Men Give Skit at Lima

Howard R. Underwood, Providence Washington, and D. E. Tanner, Commercial Union, representing the Ohio Stock Fire Insurance Speakers Association, presented a skit on extended coverage before the Insurance Agents Association of Lima, O.

"Information Please" Program

The Cuyahoga County Board of Underwriters will hold its next meeting in Cleveland March 21, when it will follow the popular "Information Please" program. Members will send in questions. President E. A. Strauss will be master of ceremonies. C. E. DuCharme will answer the fire questions; N. W. Gilsdorf, marine, and Elmer Cottier, casualty and surety.

Michigan Schedule Revised

LANSING, MICH.—The schedule of Business Development meetings in Michigan has been revised. Casualty and surety experts will attend all of the

meetings to conduct educational discussions. The revised schedule follows: Pontiac, March 14; Mt. Pleasant and Flint, March 19; Benton Harbor and West Branch, March 20; Niles and Bay City, March 21; Saginaw, March 22; Port Huron, March 26; Owosso, March 28, and Lansing, March 29.

New Indianapolis General Agency

INDIANAPOLIS—Sanders & Donaldson, a new fire general agency, has been formed here by R. J. Sanders and W. D. Donaldson, with offices at 719 129 East Market street. Mr. Sanders has had 15 years experience as a district manager and in appraising and inspection work for fire companies. Mr. Donaldson has been 18 years in the field of which 14 years were as sales manager of the Merchants Fire of Indiana.

The new firm will represent the Washington Assurance in Indiana and Michigan with the writing facilities of the Merchants Fire of New York.

Cincinnati Sales Symposium

CINCINNATI—On March 14, K. J. Hoag, special agent Fireman's Fund, and J. D. Lecky, state agent Royal Exchange, will conduct a sales symposium on stock and mutual insurance at a meeting of the Cincinnati Fire Underwriters Association. The applications of I. W. Landt, who is now operating the C. C. Rother agency, and St. Clair Bevis, qualifying with the sole agency of the Occidental Fire, will be acted on.

Mystery Banquet in Cleveland

CLEVELAND—A mystery program is being prepared for the Cleveland Board's annual banquet on April 25. Details are being carefully guarded but the committee in charge promises an evening of recreation and fun that will make insurance men forget their work-a-day problems. This year's banquet is expected to draw a heavy attendance.

Nebraska Mutuals Elect

Edward Lehmkuhl of Wahoo was elected president of the Nebraska Association of Mutual Insurance Companies at its annual meeting. He succeeds John Havekost, who resigned because of his appointment as state treasurer. Other officers are: Vice-president, A. H. Schultz, Scribner; secretary-treasurer, O. S. Gilmore, York; executive committeeman, John F. Zimmer, Jr., Lincoln; National association director, C. T. Joern, Seward. The 1941 convention will be held in Lincoln.

Snow Discusses U. & O.

GRAND RAPIDS, MICH.—Chester A. Snow, secretary Phoenix of Hartford group at the home office, conducted a special coverage meeting here, assisted by W. P. Van Wormer, Grand Rapids, western Michigan state agent. About 20 agents of Phoenix and Equitable F. & M. from this territory attended. Mr. Snow discussed use and occupancy, extra expense, tuition fees, leasehold interest and unearned premium insurance and term writing. He remained in the city the next day for conferences with the agents.

Mr. Snow conducts several meetings of this type during the year, previous ones having been largely in eastern states. He spent a few days in Chicago before returning to Hartford.

NEWS BRIEFS

T. L. McDonald, local agent at Clinton, Ind., was injured in an automobile collision. His right arm was broken and his face and leg cut.

F. B. Porter, president, and Oscar Knapp, secretary of the Grant County Mutual Fire, have resigned and Mr. Knapp also as secretary of Bloomington Farmers Mutual Fire. F. J. Edwards

was named to succeed Mr. Porter, and Jack Porter succeeds Mr. Knapp, who operates an agency in Bloomington, Wis.

L. H. Lippincott, Lumbermen's Mutual Casualty, Chicago, and J. C. Anderson, Northwestern Mutual Fire, addressed the Mutual Insurance Club of Columbus Monday, Mr. Anderson on "Loss Expectancy," and Mr. Lippincott on "Building for Safety."

Guy W. Jones has left the Wisner & Jones agency, Eldora, Ia., to become farm loan supervisor of the Continental Assurance in Iowa, with headquarters in Eldora.

Mr. and Mrs. T. G. Russell of Newton, Ia., celebrated their golden wedding anniversary there. Mr. Russell has been in insurance work for more than 20 years, heading the T. G. Russell & Sons agency.

Emmett Cox, educational director of the Indiana fire marshal's office, has resigned to join the Indiana Inspection Bureau.

Combination residence coverage was explained to the St. Paul Association of Insurance Women by L. C. McGee, Twin Cities manager of the Aetna Casualty, at a dinner meeting.

The St. Louis Insurance Board has received some very fine publicity through five "death-ometers" which it has erected at five prominent intersections in the city. Each meter has two hands, one that points to the number of traffic deaths for the year and the sec-

ond to traffic accident injuries to date. Police change the recordings from day to day.

Mrs. A. C. Mitchell, woman insurance executive in the Twin Cities, has been elected vice-president and a director of the St. Paul Insurance Agency, which she has been managing for many years. She was at one time a member of the executive committee of the Insurance Exchange of St. Paul.

The Minneapolis Underwriters Association made its quarterly meeting March 11 an open one to which business men in general were invited to witness the film, "Free Men Build a Nation," sponsored by the U. S. Chamber of Commerce.

F. W. Doremus, western manager of American, addressed the meeting of the Detroit Insurance Women's League Tuesday evening on "Consumers Cooperatives."

The city of Marshalltown, Ia., has insured the new municipal sewage treatment plant for \$198,500. The business is divided among several local agencies there.

Mack Bentley of the Earl Woodard agency, Wichita, is confined to Wesley hospital there with an attack of appendicitis.

H. A. Meyer, former local agent at Independence, Kan., has purchased the paper Independence "Daily Reporter."

Homer Hornaday has purchased a half interest in the C. C. Briggs agency, Indianapolis, Ia., which will be known as the Briggs-Hornaday agency.

The former Louis Thomas agency, Logan, Ia., has been purchased by C. L. Strong & Sons.

IN THE SOUTHERN STATES

Get Two Out of Three Bills Through

RICHMOND — Two of three bills sponsored by the Virginia Association of Insurance Agents passed the Virginia general assembly the final day of the 1940 session. Those which ran the gauntlet were H.B. 411 and H.B. 412. The other, H.B. 451, which provided for the setting up of a board to pass on the qualification of agents, was killed.

H.B. 411 providing a penalty for the writing of insurance on Virginia property in non-admitted companies by licensed non-resident brokers went through both branches without trouble, but H.B. 412 which provided that no license could be issued to an agent, other than life, title and ocean marine, unless he was actively engaged in the insurance business, struck a snag when it came up in the senate for passage after going through the house without encountering any obstacle. Senator Carter of Danville moved that it be passed by. The senate acceded to the motion but it was called up later on motion of Senator Parker who pronounced it a good bill and asked that it be passed without further delay. The vote of Senator Carter and those of two other senators were the only ones recorded against passage.

Senator Carter was the patron of S.B. 241 providing for elimination of the appraisal clause in the standard fire policy which had gone through the senate earlier in the session but had met death in committee of the house.

The provision in H.B. 412 requiring an agent to be actively engaged in the insurance business before the issuance of a license shall be taken to mean, the bill stipulated, that during the year preceding the application for a license the licensee seeking renewal shall have written or placed a total volume of premiums on insurance or surety for others greater than the total volume of premiums which the applicant shall have written or placed upon his own property or risks whether in his individual or fiduciary capacity, or upon the property or risks of his employer or both, or upon the property or risks in connection with or arising out of the business of his employer. Under an amendment inserted in the

house and approved in the senate, banks and trust companies are exempted.

S.B. 164 authorizing the Virginia department to assemble statistical data for the purpose of making fire rates, the companies to pay the cost, was killed in committee of the senate without reaching the floor of that body. The data will continue to be compiled by the Virginia rating bureau.

Mississippi School and Its Speakers

The insurance interests of Mississippi have again arranged to furnish several speakers for the insurance class in the business school of the University of Mississippi. The course is conducted by Dr. Roscoe Arant, associate professor of economics. He is the man who directed the insurance school that was held in Jackson last year by the Mississippi Association of Insurance Agents.

The insurance people who will contribute are: Warner Wells, local agent of Greenwood, who will speak at the luncheons of the local agents, and W. W. Sampson, manager Mississippi State Rating Bureau, will discuss the functions of the bureau; J. L. White, special agent of Hartford Fire, fire underwriting; H. T. Holland, president of Holland & Gates, general agents of Jackson for American, inland marine; D. M. Mayers, manager at Jackson for Fire Companies Adjustment Bureau, loss adjustments; O. R. Smith, bond superintendent for F. W. Williams, state agent of the United States Fidelity & Guaranty at Meridian, fidelity-surety and casualty.

Tenn. Farm Rates Are Reduced

The Tennessee Inspection Bureau has introduced a number of changes in the farm schedule which are mainly in the direction of liberalizing coverage and reducing rates.

Concrete block dwellings, that were heretofore classified as frame, are now classed as brick. The fire and windstorm estimates for dwellings, barns and per-

sonal property have been reduced in connection with the installment plan under which most of the business is written. There is a slight increase on the cash plan.

The charge for tenant occupancy, which was formerly a percentage of the rate, is now a flat 20 cents.

The charge for commercial farm dairy barns, milk houses and bottling works is eliminated. This is a substantial saving for the risks involved.

The credit for approved spark arresters on dwellings with wood shingle roofs is now 10 cents, instead of 5 cents as previously.

The credit for approved lightning rods, ordinary installation, on barns and out buildings is now 10 cents, instead of 5 cents as in the past, and the credit for certified rods is now 15 cents instead of 10 cents.

There is a completely new credit of 5 cents for heating plants replacing all heating stoves in dwellings.

The charge has been cut about in half for electrically heated incubators and brooders.

Tornado and hail estimates are provided for windmills, wind chargers and their towers.

There is a new table for farm personal property other than contents of dwellings, which produces a reduction for property in that table.

Florida Agents Have Program Prepared

The Florida Insurance Agents Association has sent out a tentative program for its annual convention to be held April 12-13 at the Biltmore Hotel, Palm Beach, Fla. It is as follows:

Friday, April 12

Call to order, President O. M. Stallings, Tampa.
Address of Welcome, O. A. Gane, West Palm Beach.
Response, Hunter Brown, Pensacola.
Announcements, A. C. Eifler, secretary.
Address, Sidney O. Smith, Gainesville, Ga., president National Association.
Address, Bernard P. Carter, Richmond, Va., general agent.

Afternoon Session, April 12

Executive session.
Appointment of resolutions and nominating committees.
Roll call of local boards, A. E. Eifler, secretary.
Address of state president, O. M. Stallings, Tampa.
Report of secretary, A. C. Eifler.
Report of national councillor, L. P. McCord, Jacksonville.
Reports of standing committees.
Open forum.
7:30 p. m., banquet, floor show, dance.

Saturday, April 13

Open session.
Address, W. V. Knott, State Insurance Commissioner, Tallahassee.
Address, George E. Edmondson, general agent, Tampa.
Address, Ray Murphy, Association of Casualty & Surety Executives, New York.
Report of resolutions committee.
Report of nominating committee.
Election of officers—nominations from the floor.
Invitations for 1941 convention.

Louisiana Agents' Annual Program

The Louisiana Insurance Society has announced the program for its annual meeting to be held in the Washington-Youree Hotel, Shreveport, March 27-29. The convention proper will begin March 28. On March 27 the registration will start at noon with M. A. Prescott as chairman. The executive committee will meet in the afternoon and in the evening the Shreveport Insurance Exchange will entertain. C. W. Brown of Monroe is state president; C. P. Gould, New Orleans, vice-president; D. W. Thomas, Baton Rouge, secretary and treasurer; Matt G. Smith, Baton Rouge, national councillor, and R. L. McClelland, Baton Rouge, business manager.

Local Shreveport Committees

Mrs. T. B. Chase is chairman of the ladies entertainment committee. W. M. Daniel, Jr., is president of the Shreveport Insurance Exchange, C. C. Hutchinson, Jr., vice-president, and N. W.

McClure, Jr., secretary. A. M. Dreyfuss is chairman of the general arrangements committee, his associates being L. K. Forrester, J. H. Pabody and F. G. McElroy. The other committee chairmen are as follows:

Reception, T. E. Fergusson; entertainment, T. H. Hearne; registration, M. A. Prescott; golf, E. A. McClure; transportation, V. P. Maynard.

The executive committee of the Louisiana Insurance Society is as follows: C. P. Gould, chairman, New Orleans; B. N. Sweeney, Rayne ('40); J. R. Querbes, Shreveport ('40); A. M. Dreyfuss, Shreveport ('41); A. S. Hahn, Winnfield ('41); L. M. Wise, New Orleans ('41); George Nicol, Ruston ('41). E. G. Seymour of Monroe is chairman of the finance committee.

The program is as follows:

Thursday, March 28

Call to order, O. Wharton Brown, president, Monroe.
Invocation, Rev. John Caylor, Highland Baptist Church.
Address of welcome, Sam S. Caldwell, mayor of Shreveport.
Response, L. A. Williams, Crowley.
Address by the president, O. Wharton Brown, Monroe.
Greetings from the field men, R. M. Pons, vice-president Godchaux & Mayer, New Orleans.
Address, Spencer Welton, vice-president Massachusetts Bonding, Chicago, "The Business You Don't Try to Get."
Address, W. W. Weldon, Jr., safety director Standard Oil Co. of Louisiana, Baton Rouge, "Accident Prevention Pays Dividends."
Address, W. H. Bennett, general counsel National Association of Insurance Agents, "Profit and Progress."

Afternoon Session, March 28

Address, Harold Taylor, manager sales promotion department American of Newark, "So You Want to Advertise. Why?"
Address, A. J. Huneke, manager inland marine department Eagle Star, New York, "Salesmanship vs. Peddling."
Address, F. H. Doenges, manager Fidelity & Deposit, St. Louis, "Fidelity and Surety No Longer a Side Line."

Executive Session

Report of administration, R. Lea McClelland, manager, Baton Rouge.
Executive committee report, C. P. Gould, New Orleans.
The remainder of the time is left open for any agent to bring before the convention any subject matter that he thinks might be of interest.
8:30 p. m. Dinner and entertainment.

Friday, March 29

Report of the Resolutions Committee and action thereon.
Address, H. B. Barret, attorney, Shreveport, "Fitting the Coverage to the Risk."
Address, John R. Dumont, manager Interstate Underwriters Board, "Reporting Forms."
Award of J. E. Hassinger trophy—J. E. Hassinger, donor.
Address, C. G. Rudderham, representing the chamber of commerce of Shreveport, "What I Expect of My Insurance Agent."
Election of officers.
Invitations to entertain the next annual convention, the selection to be made by the executive committee.

Nashville Provisions for Representation Adopted

NASHVILLE — Copies of the new constitution and by-laws of the Nashville Insurance Exchange are being distributed.

A new provision has been substituted for the "in-or-out" rule which was part of a constitution previously rejected by the exchange. It classifies companies as "fire and fire and marine, including automobile fire companies, casualty or bonding companies or casualty and bonding companies, this classification applying whether or not casualty and/or bonding companies are under the same ownership, control, or management or underwriting direction, as fire companies, or are operated as independent casualty or bonding companies."

The use of the word "company" is understood to mean "any capital stock insurance corporation" and "group" refers to any number of companies "under the same ownership, management, or

control." Sections governing representation follow:

Sec. (c) "Exchange representation: No member of this exchange shall represent any fire, marine, or casualty or bonding company that shall undertake to maintain resident survey or recording agencies or service office in Davidson county in excess of the number herein-after provided.

One Recording Agent

"(d) Fire and marine companies. The maximum representation in Davidson county for any single company or group shall not exceed one recording or survey representative for a single such company nor more than one recording or survey representative for each such company in a group. For example: (1) Any such company doing business under its own name not a member of a group shall be permitted one recording or survey representation. (2) Any group shall be permitted recording or survey representatives equal in number to the total of such companies of the group but under no condition to exceed three recording or survey representatives for any one such company of the group.

Casualty Representation

"(e) Casualty or casualty and bonding companies: Any casualty or bonding company may have not to exceed two recording or survey representatives.

"Note: Any special agent, state agent, branch office, service office, or general agency countersigning fire or casualty insurance policies or bonds covering property located within the jurisdiction of this exchange shall for the purpose of this agreement constitute one recording agency for each fire or casualty insurance or bonding representative.

"(f) Farm department: Nothing herein contained shall be construed to regulate the farm department of any company or group.

"(g) Existing agencies: Nothing herein contained shall be construed to regulate any existing company representa-

tion not in excess of three recording agencies for any one company."

Fate of Ky. Bill Uncertain

As the deadline approached for adjournment of the Kentucky legislature Thursday, the fate of the bill providing for written examinations for agents and prohibiting rebates was uncertain. The bill, on reconsideration, passed the senate by a vote of 16 to 15 but there was a controversy there, because two senators contended that they were ignored by the speaker in their efforts to vote against the bill.

A group of about 60 representatives of mutual companies called on the governor to ask him to use his influence against passage of the bill or if it does pass, to veto it. The mutual companies and the Farm Bureau have been fighting the measure even though it was amended to exempt the domestic mutuals. Apparently, because the bill would apply to foreign mutuals, the outside mutual companies have been seeking to get the local mutuals to oppose the measure.

O. E. Hurst of Hurst Home of Lexington, Ky., has been one of the leaders in the opposition.

Mr. Hurst charged that the director could prevent any agent receiving a license merely by stating that he didn't think the applicant qualified. Companies of the type affiliated with the Kentucky Mutual & Cooperative Fire Insurance Association were exempted specifically from the provisions of the bill, but Hurst called this a "mere ruse." "Vastly more power than any one man ought to have over insurance," Hurst declared.

Mutual Gets County Line

WISCONSIN RAPIDS, WIS.—The Wood county board of supervisors has voted to place the county fire and tornado insurance with the Hardware Mutual of Stevens Point, Wis. There is \$120,540 fire and \$141,712 windstorm insurance, with premiums of \$13,000 for

five years. The action was taken after lengthy debate during which Dwight Teas, president Wood County Association of Insurance Agents, and Harvey Girard, Milwaukee, state agent Providence Washington and chairman of the contact committee of the Wisconsin Fire Underwriters Association, spoke in behalf of the stock company agents.

Texas Convention Committees

Ben A. Calhoun of Houston, Tex., has been made chairman of the general convention committee of the Texas Association of Insurance Agents for its annual meeting to be held at Houston, May 15-17. L. O. Jarrell heads the entertainment committee; Carle Aderman, Sr., hotel and registration; J. W. Link, Jr., reception; R. D. Montgomery, publicity, and L. A. Stevenson, golf. The Houston Insurance Exchange is the host organization.

Heavy Hail Damage in Tennessee

NASHVILLE—The hailstorm in west Tennessee March 2 did widespread damage. Agents in Paris report about 500 claims filed in Henry county, with total damage claims between \$20,000 and \$25,000. Damage in Paris was to roofs and to auto tops. Stones as large as baseballs are reported in some sections of the county.

Damage to roofs, windows, and signs in Dyersburg will amount to several thousand dollars, according to agents. A. P. Jernigan, agent, was struck by a hailstone on the knuckle of his right hand and first aid was necessary for a deep cut. Seventy-five windows were broken in the recently completed Dyersburg high school building.

British Underwriters and Scottish Union have set up temporary offices in Dyersburg with Skeffington, Doyle & Scott to handle claims growing out of the hail storm.

Open Goldsboro Office

Gay & Taylor, adjusters, with head office at Winston-Salem, N. C., have opened an office at 516 Wayne Bank building, Goldsboro, N. C., in charge of E. R. Murrell, who is an experienced casualty and fire adjuster. This gives Gay & Taylor seven offices strategically located in North and South Carolina. Practically every point in the two states will be within a radius of 50 to 75 miles from one of the offices.

America Fore Kentucky Meetings

The America Fore group has arranged a series of regional meetings of field and company men with local agents in Kentucky, to be held at Henderson, March 12; Mayfield, March 13; Bowling Green, March 20, and Lexington, March 21.

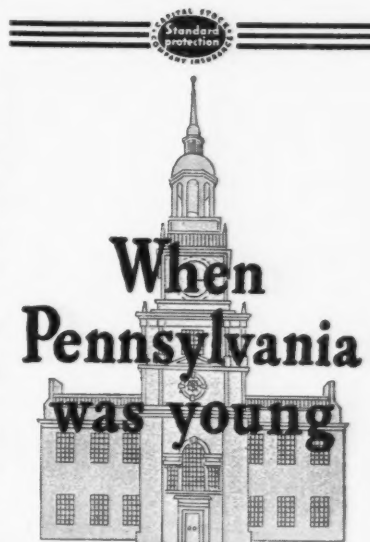
In addition to the Kentucky state and special agents, C. J. Lingenfelder, assistant secretary, Chicago, will be present for the recording and allied lines, with several farm department officials also present, including B. R. Walinder, assistant manager farm department; J. J. LaNoue, agency superintendent, and Paul Johnson, executive special agent farm and hail departments.

General Agencies Can't Incorporate

AUSTIN, TEX.—The Texas board of insurance commissioners is not authorized to grant a general agent's license to an organization when that organization has assumed or is contemplating assuming corporate entity, it has been held by the attorney general.

Little Rock Safety Work

The Greater Little Rock Insurance Exchange is co-operating again this year in an effective way in the "Safety Is Good Business" campaign of the National Association of Insurance Agents. Through the co-operation of the Little Rock Advertising & Posting Co., the exchange has placed 25 safety posters throughout the district, principally on the leading highways into the cities of Little Rock and North Little Rock. These posters are captioned, "This



IN 1794, Pennsylvania, although chartered in 1681, might still be called young. And these United States were but five years in being.

So it is correct to say that the Insurance Company of the State of Pennsylvania grew up with the country and the insurance business.

No wonder successful agencies throughout our country today find dealings with this company easy and satisfactory to agent and client alike.

Fire and Accessory Lines



THE INSURANCE COMPANY
OF THE
STATE OF PENNSYLVANIA
Chartered in 1794
PHILADELPHIA, PA.

Luxurious...

Beautiful...



A palatial hotel-home in an ideal resort city where sports and recreations abound all year. The Plaza affords every convenience and comfort plus real economy. Air conditioned guest rooms and public spaces.

500 OUTSIDE ROOMS
from \$2.50

Jack White, Operator

IN SAN ANTONIO TEXAS

Also Operating
HOTEL WHITE - PLAZA in Dallas
and HOTEL PLAZA in Corpus Christi
The Hotels With AAA Garages

Could Be You—Drive Carefully," and "Only Fools Drive Recklessly." J. R. Fordyce is president of the exchange; C. T. Wells, vice-president, and Bernard Heinze, secretary.

Cheney Joins Seidel

John G. Seidel, who recently resigned as executive secretary of the Milwaukee Board, Casualty & Surety Underwriters, and the Wisconsin Association of Insurance Agents, to establish the Seidel Appraisal Co., Milwaukee, has added to his staff Marshall C. Cheney who will be in charge of sales in Wisconsin. Mr. Cheney comes from Appleton, Wis., where he was in the investment business and is widely known in the Fox River Valley district.

Grant Bowles \$5,600 Salary

RICHMOND, VA.—Although the Virginia house cut his salary in the budget from \$5,600 to \$5,000, Commissioner Bowles had the satisfaction of seeing the senate restore the amount to \$5,600. The house then concurred in this action.

Home Men in El Paso

M. E. Sprague, vice-president Home of New York, in charge of marine business, stopped in El Paso in company with Manager E. R. Smith of Texas and Clyde O. Stewart, special agent for west Texas. They were hosts to 25 local agents of the company at a buffet luncheon. Mr. Smith and Mr. Stewart spent the week in El Paso, visiting agents and introducing Mr. Stewart who was recently transferred from southeast Texas.

Approves Sale of Herring Agency

LITTLE ROCK—Lee Cazort, referee in bankruptcy, has approved the sale of the assets of the W. J. Herring & Co. agency, bankrupt, by Floyd Barry, receiver, to the Fidelity Company of Little Rock. Full commissions will be paid the bankrupt estate for renewal policies written for terms of three years and for policies on annual basis full commission will be paid for the first and second annual renewals.

Opposes Fire Department Reduction

CHATTANOOGA—The Chattanooga chamber of commerce has voted a strong resolution opposing a proposed reduction in the efficiency of the city fire department. Previous efficiency, resulting in reduced fire insurance rates, is highly commended.

Form Laurel, Miss., Exchange

LAUREL, MISS.—The Laurel Insurance Exchange has been organized with 100 percent membership. Officers are: E. D. Hurst, president; John H. Jones, vice-president; Russell Lindsey, secretary-treasurer.

Pass Bill to Limit State Fund

FRANKFORT, KY.—The Kentucky house has passed a bill limiting the liability of the state fire and tornado insurance fund to \$200,000 on any one state building when the fund is less than \$1,000,000, and to \$500,000 when the fund exceeds \$1,000,000.

Herndon Becomes General Agent

Glenn T. Herndon has opened offices in Dallas as general agent of the Metropolitan Underwriters of the United States Fire and the Homeland. He was special agent in Dallas and north Texas for the North America for 16 years, resigning recently.

Hearing on Participating Cover

OKLAHOMA CITY—Following the ruling of the Oklahoma attorney-general, holding that stock companies can not write participating policies in the state, the insurance board has called a hearing for March 18 when companies will be allowed to appear and show reason why the ruling should not be immediately invoked.

NEWS BRIEFS

W. E. Maynard, vice-president Providence Washington, visited Floyd West & Co., Dallas general agents.

C. T. Ingalls, manager Oklahoma inspection bureau, has returned to Oklahoma City after a three weeks trip in Mexico.

E. Wright Spencer, manager Virginia rating bureau, who has been spending several months in Florida for his health, was expected back on the job this week.

F. J. Brennan, inspector of the Louisiana Rating & Fire Inspection Bureau, has been named a member of the New Orleans board of police commissioners. Three insurance men, William Lourd, Warren Jefferson and F. L. Mudd, have entered the race for mayor of New Iberia, La.

Ben Voth and Claude Wright of Tulsa, Okla., have formed the Voth-

Wright Agency. Both had previously been with the Frates Company there. Mr. Voth sold his interest in the Frates Company to Paul Sisk.

Organization was started in Oklahoma for a "Cordell Hull-for-President" club with Commissioner Read and Frank Carter, state auditor, as prime movers.

Frank Moore, local agent of Lexington, Va., and member of the Virginia house of delegates, is being mentioned for next speaker of the house. He is the father of Thomas T. Moore, chief examiner of the Virginia department.

In recognition of representation of the North British & Mercantile for 45 years, the C. T. Goodrich & Co. agency, Newburg, N. Y., was presented an electric clock suitably inscribed, by Secretary R. T. Stewart and Special Agent J. J. Casey. The agency was founded in 1870.

PACIFIC COAST AND MOUNTAIN

Semmelmeyer Head of Public Relations for Pacific Board

SAN FRANCISCO—W. H. Semmelmeyer, for 15 years special agent on the Pacific Coast for the Connecticut, Phoenix of Hartford and the Great American group—most of the time in southern California—has been appointed manager of the public relations department of the Pacific Board.

He succeeds P. F. Garnett, who retired March 1 after many years with the organization. His appointment indicates a new "attack" on the problem of public relations on the Pacific Coast. For many years Mr. Semmelmeyer has been widely known for his active cooperation with producers organizations. He has appeared before conventions of the California Association of Insurance Agents on two occasions with outstanding and precedent-making business development addresses. He has also addressed various other meetings throughout California and was one of the principal speakers at the recent meeting of the Fire Underwriters Association of the Pacific.

Will Assist the Agents

Under the new plan Mr. Semmelmeyer will actively assist agents representing board fire companies and help them in developing closer relations with the insurance buying public.

Before locating in his new offices in San Francisco he will attend the regional meetings now being conducted by the California Association of Insurance Agents throughout the state. This activity will carry him into April. He will accompany H. I. Callis, president of the association, in the southern part of the state and other officers in a tour of northern California.

Mr. Semmelmeyer started in the insurance business with the Chicago Board following graduation from West Point. He went to the Pacific Coast 15 years ago.

Make California Meetings Schools for Local Officers

LOS ANGELES—The regional meetings of the California State Association of Insurance Agents will be made schools for local association officials and other local agents who wish to attend, with informative material presented by officials of the organization, field men and the insurance department.

Secretary Frank C. Colridge of the state association states that the meetings will be of the seminar type. Programs for each meeting will be prepared and sent to local association officials.

D. C. Luckham, administrative assistant to Commissioner Caminetti, in the

Los Angeles office, will attend all meetings in southern California and review the agents and brokers' qualification laws and the department's interpretations of the code. Harold Haas of San Francisco, assistant commissioner, will perform the same task at the meetings in central California, and Sidney Weinstock, administrative assistant, San Francisco, will speak at the northern California meetings.

Laxity on Unpaid Agency Balances Criticized

SAN FRANCISCO—Where insurance companies with actual or constructive knowledge or consent have permitted agency balance to remain unpaid and have engaged in this practice over a considerable period of time and have thus "enlarged the scope of the terms of the original agreement of employment," the California insurance department will not uphold charges of embezzlement placed against the agent by the company, according to Commissioner Caminetti.

Commissioner Caminetti points out that a large percentage of complaints filed against agents for alleged misappropriation of company funds are not brought to the attention of the bureau of complaints until business relations between the producer and company have terminated and production has ceased. "In many instances" he says "the evidence discloses a course of conduct, due to the laxity or negligence of the particular company involved, extending over a considerable period of time and quite frequently with the knowledge and consent, actual or constructive, of the company."

Will Not Tolerate Practice

He points out further that while the financial obligations of the producers are of considerable interest to the division, at the same time any attempt on the part of the companies to make use of the bureau of complaints for the sole purpose of enforcing collection of their past due agency accounts will not be tolerated.

"Whenever the evidence clearly discloses that an embezzlement or any other form of theft as defined in the penal code and our judicial decisions has been committed all licenses of the guilty party shall be revoked, any pending applications for license denied and the facts promptly certified to the district attorney of the county having jurisdiction."

Insurance on Water Tanks

HUNTINGTON PARK, CAL.—Fire insurance for the water tanks of Huntington Park has been recommended to the city council by the water committeeman. There are two steel water tanks in Huntington Park, one of 50,000 gallons and one of 200,-

000 gallons. Both tanks were somewhat damaged in the earthquake of March 1933. It is understood a contract has been let for their repair.

The water committeeman said that the city may obtain earthquake insurance on the water towers at about one-third the usual cost, if it is written in the form of an endorsement on a fire policy. Just where the water committeeman got his information is not certain although it may prove to be correct.

Until the repairs of the water towers have been completed and accepted, no exact rate figure is available. After repair, the tanks would take a different rate from that under present conditions.

The companies in California write a fire policy with an earthquake assumption endorsement providing earthquake and fire coverage at a figure less than it would be to cover the earthquake alone. Many companies will not write the earthquake without the fire also. Following the repairs, it may turn out that the "one-third" figure cited by the water committeeman may be about correct.

McCullough Gets Two Companies

W. E. McCullough of Denver, well known general agent, has been on an eastern trip and was in Chicago Monday. He has been appointed general agent of the Potomac, running mate of the General Accident, and the Houston Fire & Casualty. His field covers Colorado, New Mexico, Wyoming, Utah, Montana and Nebraska. Mr. McCullough represents the Central Surety for casualty and surety business. He is general agent also of the Dubuque F. & M., Merchants of New York, National Reserve and Reserve Underwriters.

Oregon Educational Meetings

The Special Agents Association of the Pacific Northwest, Oregon division, will hold a series of educational meetings throughout the state in April. Subjects to be discussed include consumers cooperatives, inland marine lines, with particular emphasis on personal property floaters; fire sidelines such as builders completed value, use and occupancy and rents, and the comprehensive liability policy. The schedule follows: Klamath Falls, Astoria and Salem, April 15; Pendleton and Grants Pass, April 16; Corvallis and Lakeview, April 17; LaGrande, Marshfield and Medford, April 18; Bend and Eugene, April 19.

New Los Angeles Fire Chief

LOS ANGELES—Ralph J. Scott, chief engineer Los Angeles fire department, has been named managing director of the International Association of Fire Chiefs in New York City.

The board of fire commissioners has announced that J. R. Alderson, battalion chief, had been promoted to chief engineer and that H. A. Krumsiek, battalion chief, had been named deputy chief engineer to succeed B. M. Blake, who had been Chief Scott's right hand man.

Hardware Mutuals' Coast Rally

PORTLAND, ORE.—Representatives of Federated Hardware Mutuals and Hardware Mutual Casualty from Oregon and Washington held a conference here directed by executives of the organization including O. V. Hovind, sales manager for the two states. C. A. McKenzie, Federated manager, and D. W. Onstead, Hardware Mutual Casualty manager, were in charge. Technical discussions on rating, coverage and selling methods were led by Mr. Hovind, W. H. Lee and R. W. Holman.

Home office representatives included H. W. Pfiffner, vice-president in charge of sales, and J. Timmer, home office sales department, Stevens Point, Wis.

Firemen Seek Increase in Tax

PORTLAND, ORE.—Portland firemen are considering ways and means to protect their diminishing pension funds. The pensioners are facing a suggestion to reduce their payments 25 per cent to

postpone bankruptcy of the fund, and it appears quite likely that the firemen will at the next legislative session attempt to increase taxes on insurance companies to raise the level of the pension account. The insurance interests have gone to the mat with the firemen at each session for several years, and so far have been able to prevent the menace from materializing. It is understood that the firemen are considering the advisability of submitting some plan to the voters at the primary election in May.

NEWS BRIEFS

F. H. French, manager of Pacific Factory Insurance Association, explained its objectives and operations to the Fire Underwriters Forum of San Francisco. W. T. Seawell, Interstate Underwriters Board, San Francisco was chairman.

Judge E. E. Robinson of the superior court addressed Insurance Post 404 in San Francisco on "Early Americana."

Harrington Buck, who has been practicing law in Winterset, Ia., has become supervisor of claims of the Home Mutual of Iowa, for Colorado, with headquarters in Greeley.

L. W. Beckman has opened the Lawrence Insurance agency, at 520 West Seventh street, Los Angeles.

EAST

New England Agents Meet June 26-27

BOSTON—The New England Advisory Committee, composed of presidents and secretaries of the various state agents associations in New England, has voted to hold the next New England State Insurance Agents Associations convention at the Poland Spring house, Poland Spring, Me., on Wednesday and Thursday, June 26-27.

The following committees to have

charge of the details of the convention were appointed: Program, Harold W. Hatch, New Britain, Conn.; I. Munn Boardman, Burlington, Vt.; A. B. White, Keene, N. H.; H. L. Bailey, Jr., Groton, Conn., and R. M. Pennell, Portland, Me.; hotel and registration, Leon W. Helson and R. L. Young, Portland, Me.; printing and publicity, R. H. Young, Portland, and F. F. Bartlett, Waterville, Me.; sports and prizes, A. B. White, Keene, N. H., and Janet Sheehan, Manchester, N. H.; invitations and badges, R. M. Pennell, Portland, and Warren S. Shaw, Brockton, Mass.

New Fire-Casualty Code for D. of C.

Senator King of Utah has introduced a bill for the regulation of fire, marine and casualty business in the District of Columbia.

The bill requires stock companies to have a minimum capital of \$150,000 and minimum net surplus of \$150,000; domestic mutuals would maintain a surplus of at least \$150,000 and foreign mutuals and reciprocals surplus of \$200,000.

A mutual company could not issue a non-assessable policy unless it possesses surplus of at least \$300,000.

Fire companies would be given the privilege of writing all and every risk to which the subject of insurance may be exposed, against which it is not contrary to public policy to insure.

Issuance or delivery of policies to residents of the district by unauthorized companies would be deemed the equivalent of appointing the insurance superintendent attorney for service.

Companies could operate only through policy writing agents or solicitors or licensed salaried representatives. Policies would have to be countersigned.

There is a provision that premiums paid by the insured to any broker for policies issued to the broker for delivery to the insured or issued directly to the

insured on the order of the broker, shall be deemed to have been paid to the company.

Written examinations are provided for policy writing agents, solicitors, company employees and resident brokers.

There is a tax upon policyholders of 50 cents on each dollar of premium paid to an unauthorized company when such policy is executed within or requires any act of performance in the district. Marine or transportation insurance on property in the course of exportation from or importation into the district or on vessels engaged in interstate or foreign trade is exempt from that tax. Persons negotiating such unauthorized insurance would be required to withhold the tax from the premium and pay it to the collector of taxes.

Philadelphia Premiums Decline 6% in Last Half of '39

Premiums of stock and mutual fire companies during the last six months of 1939 in Philadelphia amounted to \$3,292,263 or a decrease of 6 percent from the parallel period of 1938, according to a report of the Philadelphia fire insurance patrol. Herewith are given the figures for that period for the leading companies in 1939 and 1938:

	1939	1938
Franklin Fire	\$236,854	\$288,693
North America	267,116	310,015
Pennsylvania	126,985	144,887
Pearl	116,976	119,891
National Liberty	113,504	104,174
Home	105,944	104,484
Fire Association	102,468	101,284

Glasser Nominated as Buffalo Agents' President

BUFFALO—August C. Glasser, vice-president of Deuel Lapey & Co., has been nominated for president of the Buffalo Association of Fire Underwriters.

Other nominations are: Vice-president, Charles M. Epes, vice-president Armstrong-Roth-Cady Company; secretary, Frederic E. Wheeler, vice-president Tiernon & Co.; treasurer, Norman K. Butler, vice-president McPherson Carter Company. The election will be held in April.

E. A. Cordes of the engineering department of America Fore, New York, discussed "Extended Coverage."

Union County Dinner Meeting

ELIZABETH, N. J.—The Union County Association of Insurance Agents will hold a dinner-meeting at the Suburban County Club April 4.

The meeting will be open to all agents in New Jersey and several officers of the state association are expected to be among the speakers.

J. P. Exton County Vice-president

NEWARK—J. Philip Exton of Clinton has been appointed county vice-president of the New Jersey Association of Underwriters for Hunterdon county. He succeeds the late Norman W. Young of White House Station, who was recently killed in an automobile accident.

Phoenix-Connecticut Club Elects

HARTFORD—The Phoenix-Connecticut Club celebrated its 25th anniversary with a banquet. More than 200 members were present. Prof. Andre Schenker of the University of Connecticut, news analyst, and Jack Stevens, sports commentator, were guest speakers. J. J. Skehan was elected president; C. R. Bassinger, vice-president; F. G. Byrnes, treasurer; Arne Magnuson, secretary; C. T. Hathaway, historian, and A. L. Wilson, auditor.

Saranac Lake Agency Jubilee

Clinton J. Ayers, Inc., which is a leading real estate and insurance agency in Saranac Lake, N. Y., is celebrating its 25th anniversary. C. E. Miller took over the agency when he moved to Saranac Lake in 1892 and was appointed agent of the Agricultural. The agency name became Miller &



TALKING POINTS

Successful agents know very well that all insurance companies are not alike. They naturally differ because of experience, tradition, and personnel, and so the Man from the SUN never omits to tell a client about this oldest insurance company in the world. THE SUN renders service and protection to agent or broker, client or prospect, which is the natural product of a unique insurance heritage.

Founded 1710

SUN INSURANCE OFFICE LIMITED

PATRIOTIC INSURANCE CO. OF AMERICA
SUN UNDERWRITERS INS. CO. OF N. Y.
SUN INDEMNITY CO. OF N. Y.

NEW YORK: 55 Fifth Avenue

Chicago: 309 W. Jackson Boulevard

San Francisco: Swett & Crawford, Gen'l Agts.

PREMIUM-PRODUCING SALES ASSISTANCE

THE superior type of sales assistance rendered by "Springfield Group" fieldmen has proved a tangible asset to many agents throughout the country.

You can avail yourself of this splendid opportunity to produce additional income by representing a "Springfield Group" old line stock company. Let us help you get more income through serving your clients more effectively.



THE SPRINGFIELD GROUP

GEO. G. BULKLEY, President

SPRINGFIELD FIRE & MARINE INSURANCE COMPANY	SPRINGFIELD, MASS.
CONSTITUTION DEPARTMENT	SPRINGFIELD, MASS.
SENTINEL FIRE INSURANCE COMPANY	SPRINGFIELD, MASS.
MICHIGAN FIRE & MARINE INSURANCE COMPANY	DETROIT, MICH.
NEW ENGLAND FIRE INSURANCE COMPANY	PITTSFIELD, MASS.

OF FIRE INSURANCE COMPANIES

Clark in 1900 and then was sold to E. R. Young in 1901. Mr. Young died in January, 1915, and Mr. Ayers purchased the agency March 1, 1915. It was incorporated five years later, Mr. Ayers being president, Maude E. Jackson, vice-president, and F. N. Greene, secretary and treasurer. Mr. Ayers died in July, 1930. Mr. Greene became president and treasurer, Miss Jackson, vice-president, and E. S. Billings, secretary. It represents 25 fire companies and four casualty companies.

N. Y. Mutual Men to Organize

W. E. Billings, director of the National Association of Mutual Insurance Agents, has called an organization meeting to be held at Syracuse, N. Y., April 7, to form a state organization of mutual agents.

Howell Heads Mutual Bureau

BOSTON—George W. Howell has been appointed manager of the Mutual Fire Inspection Bureau of Salem, Mass., to succeed H. A. Knapp, who resigned to become president of the Norfolk-Dedham Mutual Fire. Mr. Howell has been with the inspection bureau since 1930.

Bell Talks to Credit Men

PITTSBURGH.—Walter A. Bell, special agent America Fore, spoke on "Use and Occupancy Indemnity" at the luncheon of the Credit Association of Western Pennsylvania. It was the third in a series of addresses sponsored by the insurance committee of the Credit Association.

NEWS FLASHES

Pilot Reinsurance Figures

Pilot Reinsurance of New York reports admitted assets of \$3,906,217, reinsurance reserve \$858,505, loss reserve \$259,677, capital \$1,200,000, surplus \$1,430,535.

Joins Rollins-Burdick-Hunter

Walter Klein has been named as an assistant to E. S. Flinn, manager casualty and surety department Rollins-Burdick-Hunter Company, Chicago. For the past six years Mr. Klein has been general casualty underwriter in the Chicago branch office of Standard Accident.

NEWS BRIEFS

Following an extended illness, A. Bruce Bielaski, assistant manager National Board and head of its arson department, returned to his office Tuesday.

A. R. Shrigley, 57, prominent Boston attorney and formerly assistant attorney general, who served as receiver for the Bristol Mutual Liability, died in a Boston hospital.

Don B. Caldwell, who has had experience as special agent and as an adjuster, has been appointed assistant to Raymond Williams, Firemen's group claim manager, San Antonio, Tex.

Harold L. Bredberg, vice-president

National Service & Appraisal Co., Chicago, was married to Miss Ruth M. Benander, Sycamore, Ill. Mr. Bredberg has been active in the Chicago Accident & Health Association and other casualty organizations in Chicago.

Roy F. Britton, president of the Automobile Club of Missouri and one of the organizers of its inter-insurance exchange, shot and fatally wounded himself in his apartment. Worry over ill health was given as the cause.

CANADIAN

Canadian Burglary Forms Are Being Broadened

TORONTO—Several changes in the rules for writing burglary policies have been announced by the Canadian Underwriters Association. Hours of coverage by messenger and paymaster robbery policies have been extended to the full 24 hours, rather than 7 a. m. to 12 p. m. as in the past. Hours set out in the office and store robbery policy have been similarly altered. Custodian age limits of 17 to 65 in the messenger and paymaster robbery and store robbery policies have now been removed.

Kidnaping coverage, formerly an extension of the office and store robbery policy at an added premium, has now been included without extra charge in the O&SR policy and also the messenger and paymaster robbery form.

Office and store robbery policies now cover show window loss (caused by breaking glass from the outside) for 24 hours daily. This cover was formerly available under the open stock burglary form only, a form which provides cover only when the premises are closed.

Jurisdiction over burglary insurance business of tariff companies in the prairie provinces has been assumed by the Western Canada Insurance Underwriters Association. Rules and regulations for the west were formerly in the hands of the Canadian Underwriters Association.

Burglary insurance in British Columbia is still in Canadian Underwriters Association territory, but it is expected that the British Columbia Underwriters Association will take over when the necessary machinery has been established.

Canadian Veteran Dies

D. C. Edwards, 86, head of the Toronto firm of Edwards & Angus, died there. For more than 50 years he had held executive positions. At one time he was chief inspector of the Citizens and later manager of Taylor Bros., general agents Northern Assurance in Canada. He became secretary of the Eastern of Halifax in 1889, remaining until 1895 when it was acquired by the Union of London. He then opened an adjusting business in Toronto. He was one of the chief adjusters of losses in

the big Toronto fire of 1904, and in 1922 was chairman of a group of adjusters chosen to handle claims arising out of the great Haileybury fire.

Swain Heads Alberta Field Men

R. F. Swain, Norwich Union, has been elected president of the Alberta Field Men's Association. R. C. MacKay, Springfield, is vice-president; R. J. Creighton, secretary-treasurer, and W. D. Cheyne, General Accident; J. Venable, Employers Liability, and F. H. Lecouteur, Liverpool & London & Globe, executive committee.

Premiums in 1939 Off 3.02 Percent

OTTAWA, ONT.—Figures issued by the Canadian department show net fire insurance premiums written in 1939 were \$42,078,872, 3.2 percent below 1938. Canadian companies wrote \$10,551,917, British companies \$15,288,330 and foreign companies (mainly U. S.) \$16,238,625.

Losses incurred, less reinsurance, decreased from \$17,772,046 in 1938 to \$16,147,080 in 1939, the average loss ratio being 38.37 percent as compared with 40.96 percent in 1938. The ratio for Canadian companies was 36.66 percent, British 37.66 percent and foreign 40.16 percent.

Pool Insurance Names Manager

WINNIPEG, MAN.—R. M. Dancer, formerly acting manager for Canadian Pool Agencies, Ltd., and Pool Insurance, Ltd., was appointed manager at a meeting of the directors. D. B. Murray, accountant, was appointed treasurer. Pool Insurance Ltd., is the company formed last year by the prairie province wheat pools to write their grain and elevator insurance.

Saskatchewan Hail Plans

It was decided not to increase maximum indemnity on hail losses from \$4 to \$5 per acre at the annual meeting of the Saskatchewan Municipal Hail Insurance Association at Saskatoon.

Three retiring directors, G. H. Hummel, Nokomis; Joseph Hill, North Portal, and T. J. Ryan of Scott, Sask., were reelected.

Launch New Alberta Company

An act to incorporate the Western Union Insurance Company of Calgary was passed by the Alberta legislature. Incorporators and provisional directors are F. R. Freeze, W. R. Cope, G. L. Macdougall, W. G. Peterson, L. T. McLandress, Mary MacKenzie and Kathleen B. Marsh, all of Calgary.

The company plans to write fire, automobile, inland transportation and casualty lines. Authorized capital is \$500,000.

Messrs. Freeze and Cope operate the Frank Freeze-Cope Agencies, Ltd., in Calgary.

Roy E. Eblen, vice-president Phoenix of Hartford group, conducted a production conference at the Canadian head office, attended by the field men of the group in Canada.

A. S. Davidson, for the past 10 years with the New Brunswick Board as inspector and assistant rating officer, has joined Knowlton & Gilchrist, St. John, N. B., agency.

in the Carolinas, Mississippi and some parts of Georgia.

Efforts to meet the situation appear futile as public sympathy is generally for the assured insofar as court action goes. When and if convictions are secured they generally result in suspended sentences.

The fraudulent claims mostly arise when purchasers of used cars, bought from financing concerns, find that the automobiles are of far less value than the prices paid, and the purchaser, with only nominal equity and deferred payments to meet has only the resort of burning. Fire protection and other insurance are provided by the financing dealers and the recovery the assured has to satisfy the financing concern is under the included automobile policy.

Heaviest claims principally develop in communities where mills or other industries are suspended or in agricultural sections in which there have been crop failures or are stagnant market prices.

The situation appears to be linked with economic conditions over which underwriters have no control. Advanced rates are the increasing result.

Ask Delay on New Finance Plan

The New Jersey Association of Underwriters at its midyear meeting in Newark, adopted a resolution, requesting the National Automobile Underwriters Association to defer action on the proposed plan for writing automobile finance business which would embrace a reduction in rates and commissions. The N.A.U.A. is memorialized to defer taking action until after the next meeting of the executive committee of the National Association of Insurance Agents in Wichita in April. In the meantime, the N.A.U.A. is requested to confer with the officers of the National Association of Insurance Agents so that "the plan, when adopted, should be in the best interest of the public, insurance companies and their agents."

The New Jersey people seemingly had in mind the so-called alternative rate plan, under which a special automobile policy would be issued, with some minor restrictions, at a considerably lower rate and with perhaps 10 percent commission to the broker. Alliance of the Chubb & Son group is offering such an arrangement in New York, New Jersey and one or two other states and its competition has become severe.

PROTEST FROM N. Y. BROKERS

NEW YORK—As president of the Insurance Brokers Association of New York, C. L. Despard has addressed executives of companies belonging to the National Automobile Underwriters Association protesting the plan that body is reputedly considering for writing coverage on financed cars. Mr. Despard argues that to allow owners of cars bought on the time payment plan a lower rate than that charged cash purchasers is discriminatory.

While the method now reputed to have been tentatively agreed upon follows closely that announced by Alliance for New York state a month ago, it was under consideration some time previously by the N. A. U. A. The plan in

NATIONAL INSPECTION COMPANY

CHICAGO, ILLINOIS

Service to Stock Fire Insurance companies for 38 years.
Inspections and Underwriting Reports.

J. G. Hubbell, }
H. B. Chrissinger, } Managers

R. L. Thiele, Ass't Mgr.
M. E. Bulske, Chief Inspector

QUEEN CITY FIRE INSURANCE COMPANY
SIOUX FALLS D. P. LEMEN, President SOUTH DAKOTA
1905 Thirty-five years of service 1940

MOTOR

More Fire Losses on Automobiles

ATLANTA — Increasing fraudulent claims on burned financed used cars are causing much concern to automobile writing companies in the southeast. While the problem exists in almost the entire territory, it is particularly acute

FACTUAL APPRAISALS

Impartial Valuations of Industrial and Commercial Property... A quarter century of factual appraisal service to America's more conservative business institutions.

The Lloyd-Thomas Co.
APPRAISAL ENGINEERS
EXECUTIVE OFFICES

NEW YORK 350 FIFTH AVE.
CHICAGO 4411 RAVENSWOOD AVE.
DISTRICT OFFICES IN OTHER PRINCIPAL CITIES

question provides for a sharp reduction in fire, theft and comprehensive coverage rates and a lesser reduction for collision. At the same time the commission is cut from the present figure of 25 percent to 10 percent.

When the program was outlined, representatives of the N. A. U. A. conferred with Superintendent Pink. His suggestion was that in advance of rate filings, the attitude of the agents and brokers be ascertained. In keeping with this suggestion, the plan was outlined to representatives of the state agents association, and of the brokers organization of this city.

The N. A. U. A. has not taken formal action as yet, nor will it file rates until its position is clearly determined. As one means for avoiding the charge of discrimination, the suggestion has been advanced that financed business be treated as a separate risk classification. Another proposition is that group companies might designate one of the number to write financed business solely, just as the Chubb office places such risks solely with Alliance. This idea, however, would not fit into the program of companies without subsidiary or allied enterprises.

Oregon Hearing on Dealers March 19

PORTLAND, ORE.—Commissioner Thompson has called a hearing for March 19 in the department offices at Salem to hear arguments for and against the licensing of automobile dealers. Invitations have been issued to the Insurance Exchange of Portland, Oregon State Agents Association, Special Agents Association of Oregon and National Association of Insurance Agents to have representatives present to give the negative side, and the Motors Insurance Corporation, owned by General Motors, has been requested to have representation to present the affirmative side.

Former Commissioner Earle issued 122 restricted licenses to General Motors dealers in the state less than a week before retiring from office March 1, and since these licenses and all others for all agents of every kind expire by statute April 1, the hearing was called at the request of the State Agents Association.

to attempt to prevent renewal of the dealers' licenses.

It was recently reported that Bates, Lively & Pearson, general agents of the City of New York, had requested a number of similar restricted licenses for non-General Motors dealers, and that it was thought probable the department would grant the request. It is now understood that these licenses for the City of New York are not permitted because the company is a member of the N.A.U.A., whose rules specifically refuse permission to a member company to license automobile dealers or their agents unless they are bona fide agents outside the scope of their dealer business and have been so for at least a year prior to the proposed appointment by the member company.

To Investigate Overcharges on Auto Finance Lines

LANSING, MICH.—Michigan department officials following a rehearing accorded Leslie R. Hamann, Detroit agent, whose license was revoked a fortnight ago, plan a state-wide check-up on the practices of automobile finance companies in relation to their placing of insurance coverages on financed cars.

Licenses of the Hamann and Kasner agencies of Detroit were revoked when it was learned that the L. M. Biggs, Inc., finance company, had been placing single interest lines with them on which excessive premiums were collected. No evidence was offered at the hearing to indicate that Hamann received any benefit from the overcharge or that he knew definitely that larger sums were being collected by the finance company from its client than the amount of premium due.

Auto Group Selects Ollmert

Louis Ollmert, Automobile, was elected president of the Automobile Superintendents Club of Chicago, succeeding J. E. Guy, Continental. Vice-president is E. B. Kaufman, Crum & Forster; secretary, E. J. Dunne, Glens Falls, and treasurer, E. A. Miller, Providence Washington.

Named to the executive committee were Mr. Guy, A. O. Andersen, Fireman's Fund, and A. M. Wagner, Hanover.

A. T. Moyer, North America, dis-

cussed the promotion of automobile insurance, using motion picture slides to illustrate the need of various types of coverage.

MARINE

War Risk Group Eliminates British Capture Clause

The American Cargo War Risk Exchange has eliminated as of March 11, the "free of British capture" clause on exports from the United States to ports or places in North, South and Central America, West Indies and the Bahamas, Asia, Africa, Australasia and the East Indies.

Excluded are all shipments to Soviet Russia, the Mediterranean and Black seas and their tributaries, the United Kingdom or elsewhere in Europe.

The privilege to waive the "free of British capture" clause on specified voyages will be granted upon application only on specific risks on a facultative basis.

The exchange also has issued a ruling that 30-day binders may be accepted on shipments by named steamers confined to the western hemisphere at a 25 percent reduction in rate.

If at the expiration of not less than 27 days of the 30-day warranty period it appears that the vessel may not sail within time specified, the companies may rebid the risk for a further period of 30 days at a fixed rate subject to the understanding that if it eventually develops that the vessel has sailed within the original warranty period the new binding shall be automatically cancelled.

Risks in excess of \$50,000 must be reported on special binder forms.

C. A. Carlson with National

Carl A. Carlson will join the western department of National Fire as an inland marine underwriter and special representative, under the supervision of J. L. Redden, superintendent of the automobile and inland marine department, succeeding Frank Kierzek, underwriter in the inland marine department, who has resigned to accept another position.

Mr. Carlson attended the University of Pennsylvania and for several years has been an inland marine underwriter in the western department of the North America.

See Passage of New Tax on Insurance in New York

NEW YORK—What would be a roundabout method of increasing premium taxes on all classes of companies has been proposed in a bill introduced by the ways and means committee of the New York legislature. The measure, which it is understood does not have the department's support but which is practically sure of passage, provides that all legitimate expenses of the department in excess of fees and refunds collected shall be prorated among companies licensed in the state "in proportion to the net premiums earned and collected by them in this state during the fiscal year for which the assessment is made."

In computing these assessments, no account would be taken of taxes paid by the companies. In the fiscal year ended June 30, the department collected a total of \$2,727,116 in taxes, fees, fines, refunds for examination expenses, etc. Of this amount taxes totaled \$1,833,718, leaving a difference of \$893,398 to pay the department's expenses. These expenses for that period ran \$987,453. In such a case the ways and means committee bill would assess the \$94,055 deficiency among all companies on the basis of their New York earned and collected premiums.

Reduction of some fees under the new code which became effective Jan. 1 is believed to be a factor in the legislature's move.

Added to that the state has been mak-

ing frantic efforts to find other revenue sources since the strong opposition that developed to the proposal to increase the state income tax.

What the companies fear is that while the state, under present conditions, has an incentive to keep the department budget in line, there would be no such incentive if any excess over fees, refunds, etc., could be assessed against the companies. For example, if it should be thought desirable to have the department set up branch offices the department's expenses might be heavily increased.

Minnesota Agents in Mid-year Rally

(CONTINUED FROM PAGE 1)

insurance organization that deals direct with its members on an at-cost basis will be eliminating the agent. The local agent, he said, is a true middleman and if he is eliminated in placing insurance he should carefully examine the trends, and be ready to prove his value to policyholders. Mr. Doremus believes that when an agent does everything that he should for every policyholder, there will be no advance or progress made by co-operative insurers. England, the birthplace of consumer cooperatives, has no agency system. The insurance is written direct by company offices through salaried or low commissioned solicitors.



PIG BRISTLES FROM CHINA!

Chinese pigs are best — for BRISTLES. And so from distant Szechwan by coolie back, junk and sampan, through turbulent Yangtze gorges, by man-towed barge and river steamer to Shanghai, come tons of bristles from the backs of Chinese pigs — black and white — to be processed, finally finishing their journey as the business end of your hair and tooth brushes.

Behind this picturesque pattern of world commerce is woven the story of American insurance in foreign lands — how American business, wherever it goes, is provided with sound protection in American insurance companies.

To producers it is interesting to know that such business, originating abroad, is handled right here at home through the world-wide facilities of our organization. Long experience in foreign fields, combined with helpful procedure, becomes an invaluable service to your clients.

★ ★ ★

Brokers, agents — ask for our booklet "ADDED IMPETUS" which explains this Home-Foreign market from YOUR point of view.

**AMERICAN
INTERNATIONAL
UNDERWRITERS
CORPORATION**

111 John St., New York 340 Pine St., San Francisco

Tradition . . .

Developed in the fine traditions typical of New England . . . our greatest heritage is the constancy of our agents. Their loyalty through many years has become traditional.

RHODE ISLAND

INSURANCE COMPANY
INCORPORATED 1905

BYRON S. WATSON
PRESIDENT

FIRE - AUTOMOBILE - INLAND MARINE

THE INSURANCE BUILDING
PROVIDENCE, R. I.

He asserted that it is up to companies and agents alike to justify the capitalistic system of conducting the insurance business.

After Mr. Doremus had traced the history of this movement and cited figures on its growth, John Harrison, resident vice-president Marsh & McLennan, Minneapolis, told what is being done in Minnesota to counteract the trend.

Business Men Disturbed

"Just now the pendulum is swinging our way," he said. "Many of the business men in this area are disturbed by the spread of the consumer cooperatives. Many of them have been placing their insurance business with our competitors. They are beginning to realize that the spread of the nonprofit idea in business is likely to undermine their own business. This is a wonderful opportunity for us to ride on this wave of opposition to the cooperative movement. Business men who patronize the nonprofit concerns must be shown the error of their way."

Mr. Harrison said that Cloquet, Minn., is a hotbed of the consumer movement and something of a furore was caused when a Cloquet local agent took the floor and said that one of the co-ops up there that does a business of a million dollars a year has an insurance department writing both stock and non-stock business. Calvin How, president Duluth association, said his board is now investigating this situation.

Problems of organization, production and competition were considered at a breakfast conference. Arthur Hirman, Rochester, president state association, presided. A wide variety of subjects was discussed, including mixed agencies, curbstone competition and demand for an agents' qualification law.

E. F. Westrum, Albert Lea, proposed that district sales conferences be held late in April or early May in the western part of the state which is not now as well organized as other areas.

The state association's public relations work was described by Harry E. Reynolds, Duluth, chairman of the public relations committee.

Mr. Reynolds said prepared talks are being furnished to local boards for presentation at various civic gatherings. By this means the general public is getting the proper slant on the insurance business. He also emphasized the importance of having the agency office force well versed in all phases of the business. He told of the success of a training school now being conducted by the Duluth association at which 90 persons are enrolled.

Urges Concentration on Auto

Automobile and surety production got the main play at the second day sessions. Ward Senn, Minneapolis, led off by telling the agents that less than a third of the motor cars in Minnesota are now insured. By concentrating on this for a few months, he predicted they could make this 50 percent of the more than 800,000 vehicles in the state. "Outside the larger cities, the casualty field in Minnesota is largely untouched," Mr. Senn said.

The merits of the \$1,000 auto policy came in for some debate. Frank J. Steiner, Blue Earth, said it appealed to customers who wanted some coverage but could not afford a standard contract. The general view was that it had value as an entering wedge to get more important business.

Personal solicitation, office-to-office and farm-to-farm, is the best way to get automobile business, said Bradford Strom, Jackson. With only a third of the automobiles in Minnesota insured, he said the field for business was practically unlimited. "We should stress more the good points in our own policies than talk down our competitor's product," he advised.

How civic activities help to build up a local agency business was described by O. F. Wickerling, Chisholm. A comparatively newcomer in the business, he has built up a successful agency in a small community and credits his partici-

pation in community affairs for a large part in his success.

At noon on the last day the Surety Association of Minnesota took over the program, starting with a complimentary luncheon attended by more than 300 agents and field men. B. H. Ridder, publisher of the "St. Paul Dispatch," spoke. Clarence L. Clark, Fred L. Gray Co., Minneapolis, and president of the association, presided at the luncheon. Speakers on the afternoon program included J. Dillard Hall, assistant agency director U. S. F. & G.; F. W. Selsor, claim attorney Fidelity & Casualty, and Martin W. Lewis, president of the Towner Rating Bureau.

Fidelity Opportunities Increase

Mr. Lewis said the fidelity field is the most uninsured of any line and that it offers a great opportunity for development. Fidelity losses are on the increase and the field is ripe for increased production. "There is an increasing popularity for fidelity coverage," he said.

President Levant kept the program moving on schedule. His opening and closing remarks drew much favorable comment. Members of the committee on arrangements, Jule Hannaford, Jr., St. Paul; L. F. Hatlestead, Minneapolis, and E. C. Huhnke, Duluth, were complimented. L. D. Engberg, St. Paul, chairman membership committee, reported 49 new members for a total of 668, an all-time high for the Minnesota association.

A. V. Rohweder, president of the Minnesota Safety Council, gave a talk on the work of his organization. He pointed out that the relation of the insurance agent to safety is that the agent provides for the alleviation of human suffering by affording protection in the event of disaster or tragedy. By the nature of his work and contacts, the agent is fitted to lend every assistance by working actively with the local safety council. He said in 1939 there were 1,877 persons killed in Minnesota from all types of accidents. Of these 182 were occupational accidents, 657 were in the homes, 555 occurred in the operation of motor vehicles and 478 were from all other types of public accidents.

CONVENTION NOTES

C. F. Liscomb of Duluth, former national president, presided at the luncheon, compliments of the William Walsh Co., Minneapolis general agents, during the mid-year meeting of the Minnesota Association of Insurance Agents. In his new capacity as president of the Duluth Chamber of Commerce, Mr. Liscomb extended a welcome to field men to attend the summer meeting of the Minnesota agents at Duluth in August.

There was an unusually large number of women attending the conference, many of them actively engaged in the insurance business; others there with their husbands.

P. H. Ware, manager Minneapolis Underwriters Association, sounded out sentiment on a short course in insurance at the University of Minnesota. He told of the facilities at the Center for Continuation Study at the University for such a course.

Harry Brown of Mason City, president of the Iowa Association of Insurance Agents, was an interested guest and was introduced by President Levant.

Archer Young, veteran Faribault agent, carried in his pocket a much prized relic, a scarab of green jasper from Egypt. It is 3,500 years old and belonged to the collection of the late Bishop Whipple of Faribault.

Immediately after the conference Harry E. Reynolds, Duluth, entrained for a month's vacation in California. Mrs. Reynolds accompanied him.

George W. Wells, Jr., secretary of Northwestern National Life, was host at a small party for Director Palmer of Illinois, preceding the latter's address at the Insurance Club dinner.

Nell B. Macaulay, field representative for the R. M. Neely Co., St. Paul, turned an ankle so badly during the conference that he will be out of circulation for a time.

Executive Secretary Frank Preston had his end of the job well in hand from the opening of the conference to the

close. He did a fine advance publicity job, too.

Among the company executives present was A. G. Gabrielson of Chicago, assistant secretary of the America Fore companies.

Casualty Sales Suggestions from Minnesota Meeting

(CONTINUED FROM PAGE 39)

check when temptation comes. Unbonded, employees are more apt to think that they can "get away with it." Bonded, they are doubtful and realize that if retribution should come, they will have to deal with a large, impersonal organization and not an individual employer.

B. H. STROM

B. H. Strom of Jackson, Minn., in his talk on selling automobile casualty insurance, said that there is nothing to take the place of work in business production. The first need in every insurance salesman's successful career is to get prospects. He said that there is an increasing congestion of automobiles and trucks on highways and along with this condition comes an increasing number of accidents. Prospects, Mr. Strom declared, can be secured from the list of registered automobiles at the secretary of state's office. Local garages are a good source of information. There are new car sales every day or week. He has tried direct mail campaigns and said that the actual returns without a personal interview are almost nil. He said, however, that advertising in this way is an entering wedge.

The best prospects that an insurance salesman has, he said, are those that come to him, because some satisfied customer has recommended him. The next best prospects, he said, are those to whom the salesman goes with the recommendation of a satisfied customer. However, he said, all comes back to the necessary factor of work.

In selling, Mr. Strom said, very little is gained by attacking competitors and their companies. By presenting the good points of his own company and contracts, the agent makes an impression. Good merchandise, he said, is being sold because the customer has tried the cheaper articles and has not been satisfied. An agent, he said, should have much honest enthusiasm for the coverage that he offers.

There may not be any opportunity during the year to render much of a service because the assured may not have any accident and there is no change in his situation. However, the potential service should always be emphasized and made known to the policyholder. Renewals should be carefully watched, he said. When there is a claim, the agent should get to work immediately and be at hand for the claimant for any service required.

Fairall Talks to Credit Men

DENVER—Herbert Fairall, local agent here, addressed the Rocky Mountain Credit Men's Association, explaining how members of the local board and others through the state can assist credit men with their insurance problems. The entire membership of the Denver Association of Insurance Agents was invited and a large number attended.

E. M. Kulp addressed the Insurance Institute of Denver on "Policy Forms." Mr. Kulp was asked to continue the discussion at the next meeting.

Value of High Auto Limits Shown

(CONTINUED FROM PAGE 23)

easterly direction towards Fort Devens. The driver of a car ahead of the Plummer car put out his hand to make a left turn and the Plummer car slowed down to about 10 miles an hour; that the driver then shifted to second speed, picked up a little speed and shifted to high speed and after that the car was traveling at approximately 30 miles an hour along the right side of the highway; that Plummer then saw an automobile pulling alongside the left side of the car in which he was riding; that his attention was attracted to that car by the nearness and the speed at which it was going; that this car was about 2 feet from the car in which he was riding and going about 45 miles an hour; that it was a Ford automobile; that the Ford cut in sharply to the right; that the rear of the Ford struck the left front fender of the Packard (car of the plaintiff), pushing the latter car somewhat to the right and dragged the Packard along approximately 45 feet or so and then the Ford disengaged the Packard, and in doing so swerved the Packard to the right and the Packard hit a tree; that Plummer saw the tree before the accident; that after they were swerved to the right he braced his feet and grabbed a hand strap on the right to support himself and he did not know what happened when the car collided with the tree.

The weather was clear and the road dry without snow or ice. Plummer said he did not hear any horn sounded. He was in the hospital until May 14, 1938, suffering from paralysis and neck fracture.

He testified that splints were applied to his hands to force the fingers back, that he used a Thomas collar to rest his neck, that he wore it for six hours every day. He said he had trouble with his jaw, that his teeth are not in line, that his lower jaw is back half an inch or more; that every time he moves his jaw he has a streaking pain down his throat and his lower teeth are sensitive to hot and cold water.

Medical Testimony

Considerable medical testimony was presented and reasonably necessary medical and nursing expenses up to the time of the trial were put at \$2,668 for Plummer.

The writ was originally brought in the second district court of Clinton for \$100,000 in the Plummer case and this ad damnum later was increased to \$200,000.

Arthur F. Long of Leominster, Mass., was operating the General Mills car. He said he followed the Plummer car for about one-third of a mile and blew the horn for passing, and started to pass the car ahead. After he was almost by it, he said, the car swerved to its left and its bumper hit the right rear fender and after the collision that the Plummer car struck a tree. Long observed it strike the tree in his rear view mirror and brought his car to a stop about 150 feet beyond the tree, he said.

During the trial Plummer was carried in and out of court on a stretcher. The award was not excessive, his wife said, because medical expenses thus far amounted to about \$15,000 and would continue at a high figure as long as her husband remained alive. The legal fee, she said, would be about \$20,000 or \$30,000.

While the usual big limit automobile policy is \$100,000/\$300,000, a number of extremely wealthy men carry policies with top limits of \$500,000, as they know that general knowledge of their great wealth makes them targets for heavy verdicts. It is believed that the largest automobile liability policy ever issued was taken out by Charles H. Holland, president of the former Independence Indemnity. It carried a top limit of \$1,000,000.



Financial and Operating Reports On All Companies

In
Handy, Inexpensive Form

ARGUS CHARTS

for 1940
"National Underwriter Publications"

NOW READY
for immediate delivery

The NEW FIRE Chart

(The New Casualty Chart will be ready too, in just a few days)

First...

- 1st** — in features of special interest
— in scope of information shown
— in number of companies covered
— and in simplicity of arrangement

Agents, brokers, company executives—in fact everyone connected with insurance, including assureds and prospects, is keenly interested in insurance company figures. They "want to know." They don't assume—they investigate. To operate intelligently, to speak convincingly and with authority, insurance men must have the latest available data of this kind.

**MEET THIS NEED ECONOMICALLY, through wide distribution of Argus Charts
with Your Advertisement on the outside covers!**

ARGUS

FIRE and CASUALTY-SURETY

CHARTS

Other Exclusive Features

Only Argus Charts provide Classified Aggregates (Totals) for all classes of companies; Company Changes since 1929; Group Affiliations by direct statement; Triple Cross-referencing (in the Fire chart) between (1) Groups (2) Where Companies are Licensed (3) Underwriters' Agencies; "Assets Analyzed with Percentages"; complete data on "Departments," etc.

"Surplus to Policyholders" and "Total Liabilities" for stock companies are shown as separate items only in the Argus Fire Chart. "Reserves for Liability and Compensation" are separated from "Net Unpaid Claims" only in the Argus Casualty Surety Chart. Also in the Casualty Chart, Classification of premiums written for leading Mutual companies (as well as for all Stock companies) is shown.

A large special section on Accident and Health Companies is included in the Argus Casualty Chart and at no extra cost.

From no other source, can you obtain so much of this useful information at so low a cost!

are the
most
comprehensive

show
"Assets
Analyzed"

have a
simple
arrangement

Not only do the Argus Charts include many more companies (about 500 more than other charts) but they also provide additional data concerning several hundred companies which are less thoroughly treated in other charts. In addition they contain numerous special features, data, "hard-to-get-elsewhere", which is often just what is most needed.

ALL THE MAJOR ASSET ITEMS of each company's statement (real estate and mortgages, bonds, stocks, cash and deposits, agents' balances, "all other" and total admitted assets) are shown WITH PERCENTAGES to the total—an extremely valuable special table, never before available so early in the year.

The ARGUS Fire Chart has ONLY ONE classification for Stock Companies. ALL STOCK COMPANIES ARE SHOWN IN ONE ALPHABETICAL ORDER. In another chart there are SEVEN different possible places where users might have to look before finding a stock fire company. Likewise there are fewer sections in the ARGUS CASUALTY CHART.

Order Yours NOW!—Use This Coupon

PRICES Fire or Casualty

Single Copy . . . \$ 1.00	50 Charts . . . \$ 22.50
One of Each . . . 1.50	100 Charts . . . 37.50*
5 Charts 3.50	200 Charts . . . 70.00*
12 Charts 7.20	500 Charts . . . 132.50*
25 Charts 12.50	1000 Charts . . . 220.00*

Less in Larger Quantities.

*Includes free advertisement on back cover. Ads on smaller quantities at slight additional charges.

Rush copies of the 1940 Argus Charts

Send Fire Charts and Casualty Charts.
(Attach Check on Single Copy and "One of Each" Orders.)

Name Title

Company or

Agency

Address

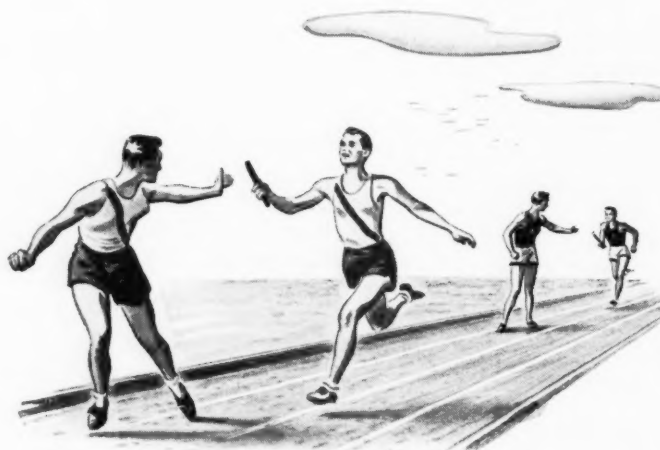
City State

Mail to
The National Underwriter Co., 420 E. 4th St., Cincinnati.

Specify ARGUS Charts!

Extra Information
But No Extra Cost!

HEAD START



Those precious yards picked up on the previous lap by a team-mate give the fresh runner a tremendous advantage over his rivals.

And the *head start* that Standard Accident can give you in the race for new business makes a big difference as to where you finish.

Right now Standard is featuring Public Liability insurance

in its national advertising — a head start for Standard agents toward Public Liability sales. Other factors contributing to their success are: A nation-wide claim service. An experienced organization of underwriters, engineers, auditors, claim and field men. A sound financial structure. A merited reputation for prompt, just settlements.

A Standard field man will be glad to give you details of this modern agency service.

STANDARD ACCIDENT INSURANCE COMPANY

Standard Service Satisfies . . . Since 1884